NPTA MANAGEMENT NEWS

SEPTEMBER 1987

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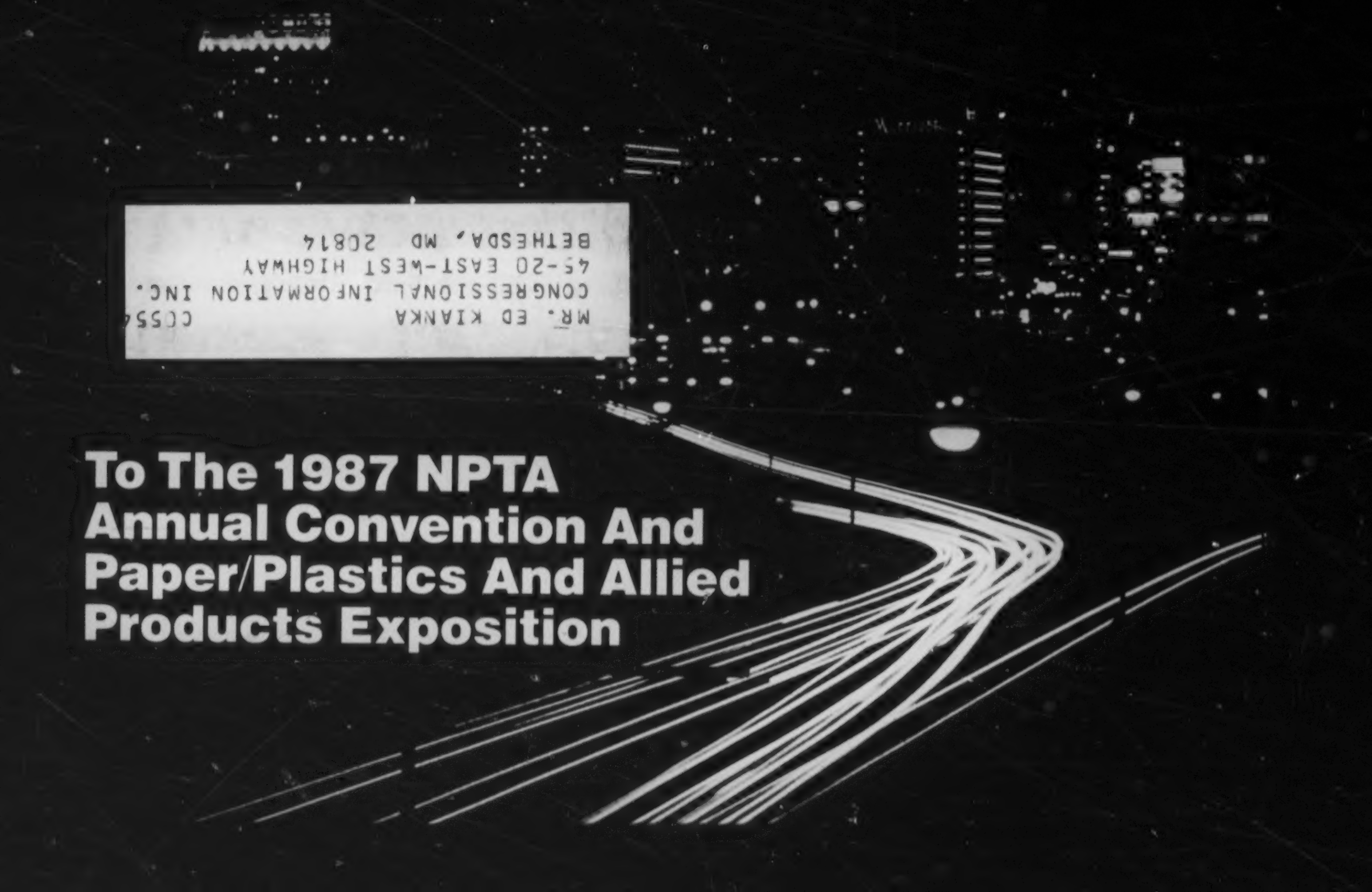
Official Guide Issue



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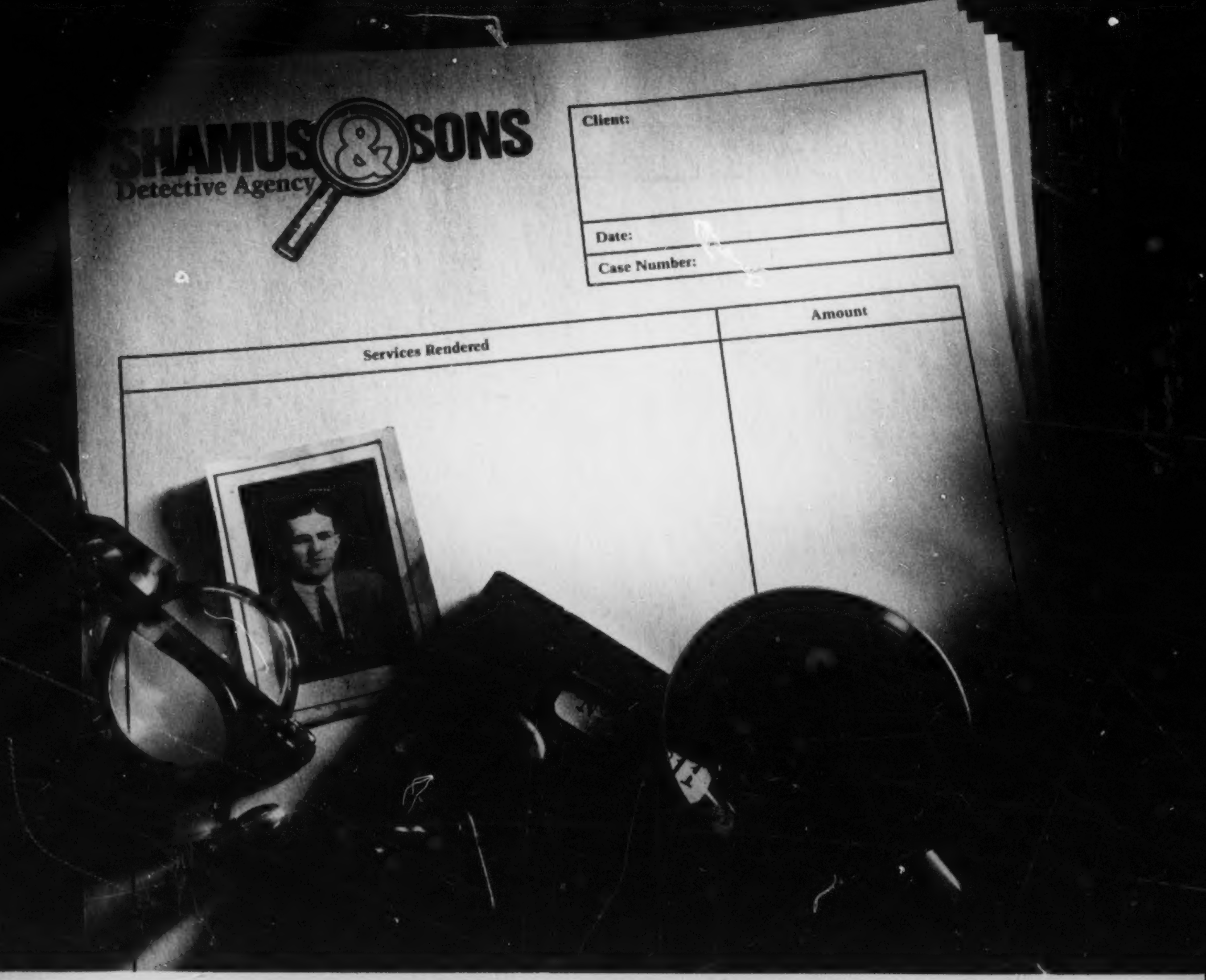

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Cover photo: Atlanta Convention and Visitors Bureau

FEEDBACK

Open Forum

The opinions, ideas, and concerns of the readers are important to the National Paper Trade Association—The Publisher of Management News. To get your thoughts in print, direct your correspondence to the editor.

Hails "Real Benefits" of NPTA Meetings

As a recent participant with the Management Information Committee of the NPTA, I was privileged to attend the May 5th and 6th meeting in Key Biscayne, FL. What we discussed (PAR, QBCR, Long Range Planning) will be useful in setting the future course of industry standards. But as always with this kind of meeting, the real benefits were the exchanges of ideas, the camaraderie of finding similar problems and the opportunity to see the humanity in our competitors.

I think we all want to do well, but too often it's with the attitude that our success should be "at the expense or detriment" of the other person. I'd like to see us nurture win/win situations. It is possible.

Jack L. Thomas, vice president/chief financial officer and secretary
Century Papers Inc.
Houston, TX

Editor's Note: According to the National Paper Trade Association, there are many opportunities to take an active role in industry affairs. The Association has a number of standing committees and a board of directors that are responsible for creating the many programs that benefit industry companies. Those interested in volunteering a little time should contact NPTA president John J. Buckley, Jr. at the headquarters.

Merchant-Printer Relations: An Uneasy Affair

The letter from Paul Baim, Gould Paper Company, in your July edition responding to the comments of a NAPL panel discussion of paper merchants (February, 1987 *MN*) shows the exact attitude that the panelists found less than cooperative.

It is true that most printers are not paper professionals and that we don't know everything there is to know about the paper manufacturing and distribution business. We expect to buy that expertise from our paper merchant as part of the value of his products. The whole panel discussion was about supplier reaction to our needs, but it looks like Mr. Baim missed the point.

Lee Carpenter, president
General Printing
Topeka, KS

Editor's Note: It is clear from both Mr. Carpenter's and Mr. Baim's comments that much work needs to be done on the merchant-printer relationship. NPTA's Printing Paper Division Committee will be looking into how this relationship can be improved and thereby strengthened.

Praise for S.O.S. Award

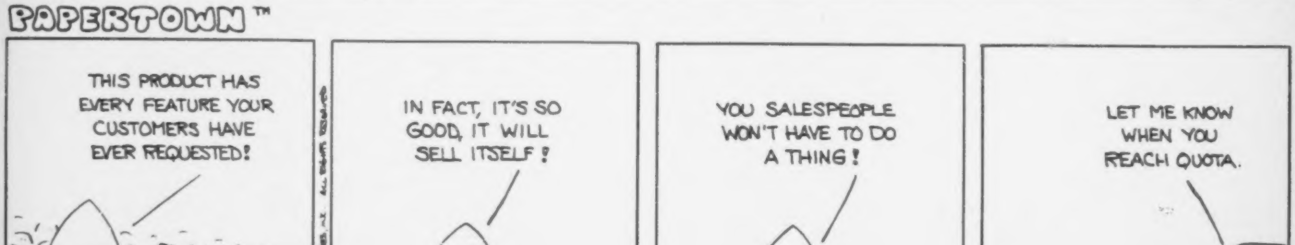
The July issue of *NPTA Management News* is another delight! Pleasant nostalgic memories were revived in learning that one of the industry greats is to be the winner of the "Stanley O. Styles Industry Excellence Award."

Your Mr. Buckley deserves an honor as well for an excellent interview with Larry...the questions prompted straightforward answers that sounded just like Larry, to those who know him.

Let us mention another "great"—Stanley O. Styles! I phoned Stanley today to tell him how much I thought of the winner of his Award...and I am happy to say that Stanley sounded just great!

Keep up the good work.

Nicholas A. Meyer, vice president (retired)
Lindenmeyr Paper Corp.
East Williston, NY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Investors Looking to Buy Private Businesses

According to Geneva Business Services of Costa Mesa, CA, there are investors with a pool of available capital amounting to billions of dollars who are seeking to acquire annual returns of 20 to 30 per cent—substantially more than earnings from banks, AAA bonds or high yield junk bonds, according to Ronald Speyer, senior vice president of Geneva.

The investors are looking for healthy, established, going mid-size businesses with good growth potential which are valued from $1 million to $50 million. It is estimated that 15,000 such companies will change hands in 1987, a 20% increase over the record levels of 1986.

Geneva, which specializes in merger, acquisition and divestiture services for firms valued in the $1 to $50 million category, says that potential buyers outnumber sellers 10 to 1. They range from large American public and private corporations to individual investors and private investment groups, as well as increasing numbers of offshore corporations and private investors.

Cole Papers Elects Officers and Directors

Cole Papers Inc., Fargo, ND, has elected Prentiss H. Cole president and CEO, Robert C. Perkins executive vice president, COO and treasurer, James P. Critelli vice president, marketing, and Lloyd L. Anderson, secretary/controller. In addition to their duties as officers of the company, they have all been named to the board of directors, along with Joyce B. Cole.

Cole Papers started in 1918 as the Fargo Paper Company, but the firm changed its name in January 1987, both to honor the current president and his father, who founded the company, and to better reflect the firm's current regional operations which now include six branches in North and South Dakota.

Gummed Papers Relocates

Gummed Papers of America has purchased and moved into a new 40,000 square foot facility at 1333 S. Jefferson in the historic River City District of Chicago. The new building will house the company's corporate headquarters, sales offices, warehouse and special converting services.

Form Fit Fights Flood

Last April the situation at 100 Pleasant Street was anything but pleasant as the doors to Form Fit Plastics headquarters and plant in Dracut, MA, were forced to close because of flooding by the Merrimac River. The company responded by setting up a temporary office at the Appleton Inn in Lowell, MA, and turning to their California facility to produce rush production orders. Shipments were made from floor stocks located in both Dracut and Union City, CA, warehouses. Despite the problems, including the loss of their toll free phone lines, the company enjoyed a record week for new orders.

Laminations Corporation's West Division has moved into a new 108,000 square foot building in Ontario, CA. The company manufactures VBoard edge protectors as well as spiral wound paperboard tubes and cores for its customers in the western third of the United States. Company headquarters is in Neenah, WI.

Name Change Reflects Broader Membership

The Southwestern Paper Merchants Association has voted unanimously at their Annual Business Meeting to change the organization's name. The new name—Southwestern Paper & Allied Products Association—was chosen to better reflect the true nature of the association's membership and to emphasize the desire to attract sanitary maintenance firms as members.

Monarch Paper Forms New Division

In response to the rapidly growing commercial and national catalog web business, Monarch Paper Company, Houston, TX, a division of Paper Corporation of America and Alco Standard Corporation, has created a new division called WEBSOURCE of Texas. The new division, which is headquartered in Dallas, began operation on June 15th under the guidance of Claudine Everett, vice president of operations, Larry Krauland, vice president - national catalog sales, Jack Ogilvie, Sr., vice president - commercial sales and Jim Swearingen, Jr., manager of national account sales.

Charles White, Monarch president, stated, "By segmenting this area of our business from our traditional merchant distribution functions, Monarch will be able to provide each of these two diverse customer groups with the best possible service and value available."

Deltapaper Moves HQ; Sells Florida Operation

Deltapaper Corporation has purchased a new larger, modern building to house its

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If your take-out business isn't bumper to bumper, it should be. Since that's where a growing percentage of your customer's food budget is spent. 85% of all restaurants now offer take-out, and more than 25% of them plan to accelerate their take-out operations. It's the road to follow. And with our expertise in custom packaging, embossing, and printing, you'll want to ride with the leader.

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Statistical Source:
Restaurant Business Tabletop Survey

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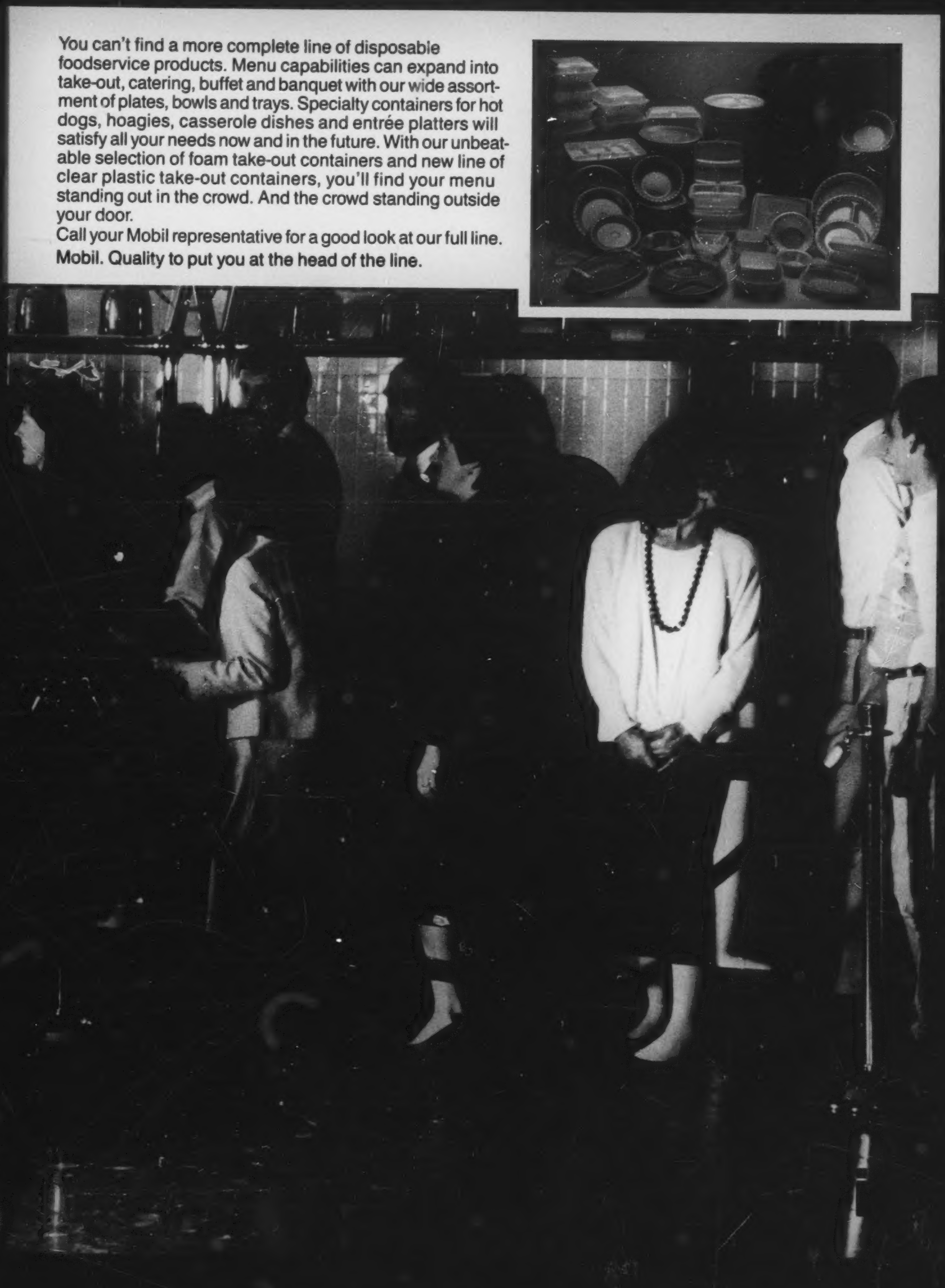

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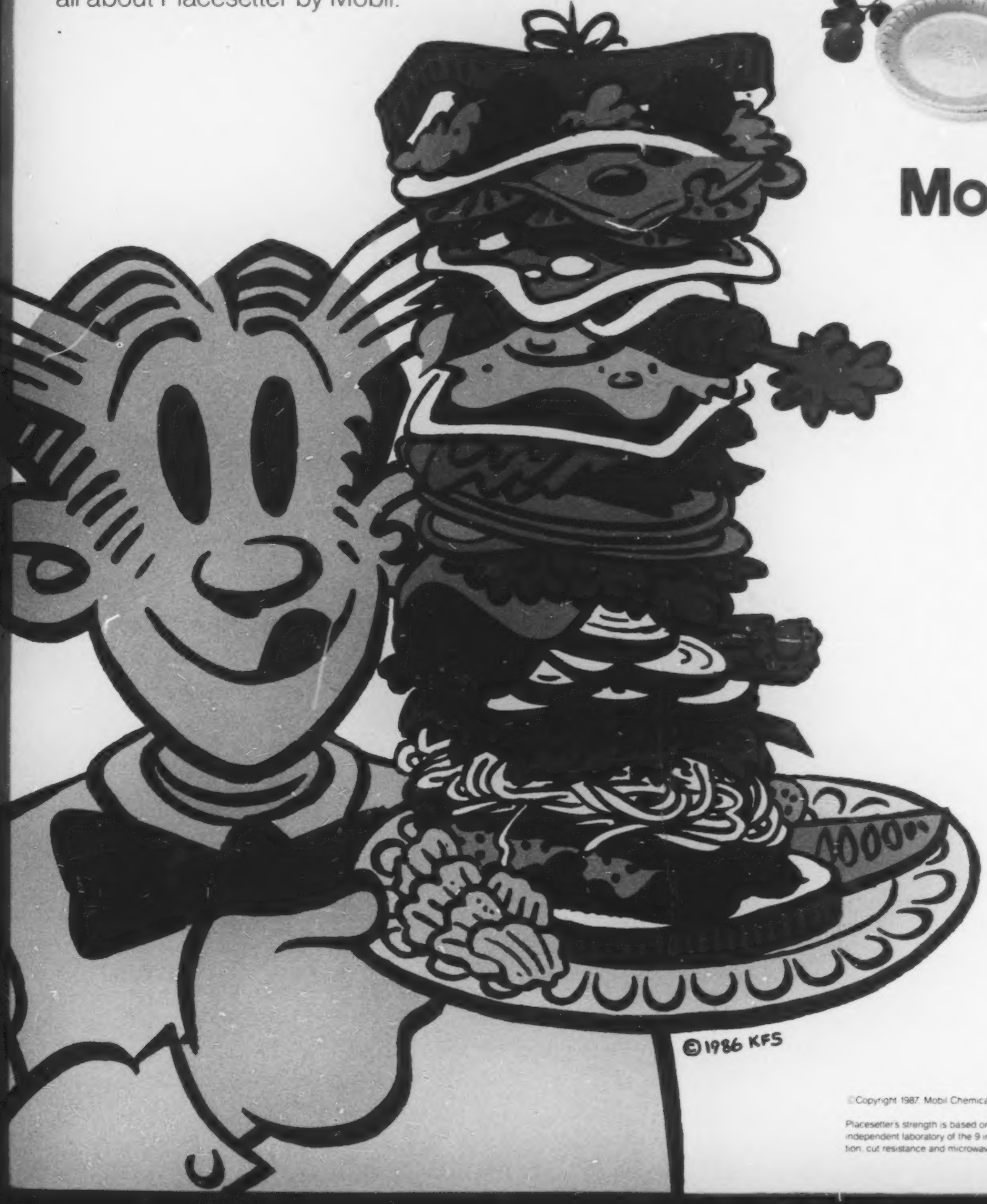

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Placesetter's strength is based on test results by an independent laboratory of the 9 inch plate for deflection, cut resistance and microwaveability.

corporate headquarters and manufacturing facilities in Croydon, PA, and has ordered new production equipment for the building. The new address is 2925 State Road, Croyden, PA 19020. The new phone number is 215-788-1800.

Deltapaper also announced that the assets of its Florida branch, called Deltapaper Southern, had been sold. The proceeds of the sale will be used to expand the company's northeast operations as well as possibly funding the acquisition of another company in the packaging industry. The former Deltapaper Southern will operate under the new name of Gator Paper Company.

Vermont Mill Opens California Sales Office

Boise Cascade's Missisquoi Mill, Sheldon Springs, VT, has recently opened a sales office in Long Beach, CA. J. Brent Dunn, regional sales manager, stated, "The location was chosen to better serve the West Coast market." The Missisquoi facility manufactures a wide range of paper grades for school, printing, paper plate, food packaging, graphic arts, office supply and specialty boxboard uses. Besides Sheldon Springs, the mill has distribution centers in Dallas, Atlanta and Hamilton, OH.

WWF Sells Florida Assets

WWF Paper Corporation has sold a portion of the assets of WWF Paper Corporation-Florida to Perez Trading/Coral Paper Company.

Several product lines, including Media Print and Kanzaki Golden Cask, were retained by WWF and will be distributed through the company's Major/Diamond Paper Division in Miami.

G-P Tissue Machine Sets Speed Record

Georgia-Pacific's Palatka (FL) paper mill will be 40 years old this November, but, thanks to eight years of upgrading, is truly "state-of-the-art" in its capabilities.

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CHAIRMAN'S CORNER

It's Time To Thank You

As chairman of the National Paper Trade Association, I am most thankful for the opportunity you have given me to serve the industry that has supported me all these years. My job as chairman has been more than rewarding and satisfying. It has given me a new respect for the value of what we do as paper distributors, and a renewed confidence in our future.

The successes during the past year could not have been possible without the effort of many people who have worked hard to bring light to projects that started life as only an idea. We have established our Endowed Chair in paper wholesaling at the University of North Florida through the hard work of the PAPER Foundation board of trustees. We have set up regional meetings around the country to stay in better communication. These meetings have been successful because our members made them so.

Our Advisory Council of past chairmen is getting off the ground because these dedicated leaders have wanted to stay involved in industry affairs. And this year's Convention is going to be a smashing success for a number of important reasons. The top-notch programming—President Gerald R. Ford, Elie Wiesel, Larry Boling and Al Jacobson among others—will make 1987 a memorable Convention. A record-breaking Show and more hospitality suites than ever before will also be long remembered.

The impact of international trade and relations grows everyday in our economy. It was a great pleasure and privilege for me to represent our industry at the Eugropa Congress in Rome this past June. The opportunity to exchange information on paper distribution trends (they are the same on both sides of the Atlantic) with our European Common Market associates was one of the many highlights of my year as chairman.

The NPTA staff has helped bring this all together—the Convention, the programs and the industry projects. John Buckley, NPTA president, is a master of both industry knowledge and project coordination. He skillfully plans and moves the wheels that our industry leaders set in motion. And his staff is to be congratulated for their efforts: Richard Lerman for his work in the industrial sector, membership and advertising; Bruce Linden in education, training and university programs; John LaRosa in PAR, research and statistics (John is leaving NPTA and we wish him such success); Bill Frohlich in the printing paper sector, publications and as editor of *MN;* and Bernie Underwood who is pleasant, competent and professional and without whose help none of the above could have been accomplished. They and their staffs at NPTA headquarters deserve our thanks and praise for their work.

Lastly, and most important of all, I would like to thank you—the members of NPTA for your kind words during the year and your support. NPTA believes as you do that this is important work. And your actions prove it. Being a part of the evolution of NPTA programming has given me much more than I received. This is one of the secrets of giving of yourself. I encourage you to consider being a volunteer leader. You will never forget the experience. I know my NPTA career will be with me always.

Francis J. Houlihan
NPTA Chairman

The mill's PM#4 has been the fastest twin-wire tissue machine since March 1985, when it averaged 6,430 fpm over a 24-hour period. This spring, the crew of #4 set a new speed record when they upped their 24 hour average speed to 6,509 fpm. That number may be more easily appreciated when you translate it into miles per hour: 73.96!

Georgia Kraft Company to Sell Linerboard Mill

Georgia Kraft Company, a 50-50 joint venture of Mead Corporation and Temple-Inland Inc., has agreed to sell its Macon linerboard mill to Pratt Holdings Pty. Ltd., subject to governmental review.

In addition to the 1500-ton-per-day mill, the sale also includes about 200,000 acres of woodlands in Georgia and a large lumber and plywood manufacturing complex at Madison, GA, which produces up to 80 million board feet of lumber and 270 million square feet of plywood annually. There are more than 600 employees at the Macon mill and 565 at the Madison facility. Pratt Holding Pty. Ltd. has diversified interests in the forest products industry on four continents and expects to enhance the facilities and increase productivity at their new acquisition after taking possession sometime around September.

People in the News

Lawrence J. Berman of Marquardt & Co., New York City, was named to the New York Printers Wall of Fame. Induction ceremonies will be held in November at the High School of Graphic Communication Arts in Manhattan.

Daniel R. Rogers has become technical manager for the Strathmore Paper Company. His responsibilities will include mill technical activities, quality control and all environmental activities at Strathmore's five manufacturing facilities. Mr. Rogers was employed for many years by Hammermill Paper Company prior to joining Strathmore.

Michael Baker and **Andrea Keating** have joined the sales and marketing department of Appleton Papers Inc., Appleton, WI, as assistant market analysts. Both are recent

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graduates of the University of Wisconsin. Appleton Papers has also announced that **James R. Kimball**, Appleton plant engineering manager, has retired. He had been with the company since 1957.

Ernest S. Leopold has been named senior vice president and group executive of James River's newly consolidated Communications Papers Business, and **John E. Griffith** is now vice president - marketing for Communications Papers. Other promotions announced by James River include **Joe R. Neil**, to vice president and general manager of the Business Papers Group; **Terry L. Brubaker**, to group vice president of Premium Printing Papers; **W. Lynn Thirtyacre**, to vice president and general manager of Printing Papers Group; and **Robert J. Morgan**, to vice president and general manager of Groundwood Specialty Papers Group.

Robert A. Woollacott has been appointed general manager of Niagara Envelope's Buffalo Division. He will be responsible for all administration, manufacturing and marketing for the Buffalo, NY, facility.

Jean M. Moran has been selected to fill the new position of personnel administrator for Niagara's Buffalo Division. She will be responsible for recruting, training, labor relations and benefits administration. Niagara Envelope, which was founded in 1863, also has manufacturing plants in Chicago, Dallas and Denver as well as warehouse distribution centers in Seattle and Tampa.

Joseph L. Fischer has been promoted to vice president, industrial relations and employee benefits for James River Corporation, Richmond, VA. Mr. Fischer joined James River in 1982 as director of corporate labor relations.

Stephen A. Carter, III and **Terrance W. Mitton**, who had been branch managers of Butler Paper Company's Omaha and Peoria branches respectively, are now vice presidents and general managers of their divisions, following the upgrading of their branches to division status.

Matthew R. Schmitt has been appointed to the position of sales representative in Hammermill Papers Midwest Sales Region. He will be headquartered in Chicago and will cover Chicago, Central Illinois, Iowa and Minnesota.

John Hussey has been named national sales manager of Boise Cascade's Missisquoi Mill, Sheldon Springs, VT. Mr. Hussey had previously spent eight years with Boise Cascade's Latex Fiber Products.

Charlie Palmore has been appointed industrial sales manager of Monarch Paper Company's Houston Division. In addition, the Houston Division has named **John Gallup** credit manager and **Lucinda Collignon** Division personnel coordinator.

Jack Lyle has become sales manager of Monarch's Austin Division. Monarch-San Antonio has announced the appointments of **Andrew Thompson** as credit manager, **Michael Ripple** as operations/distribution manager and **Norma Ramirez** as administration manager.

Joseph Tabak, president of Bunzl Distribution USA, Eastern Division, has been elected to the board of directors of United Jersey Banks, an $8 billion Princeton-based diversified financial services organization with 13 member banks and seven non-bank subsidiaries.

Frederick Young has been appointed eastern regional sales manager by Jet Plastica Industries, Inc., Hatfield, PA. Mr. Young had been a district manager with James River Corp. **John Tush** has been named as the company's western regional sales manager. He comes to his new position after serving as in a similar capacity with Scott/Hoffmaster.

Merle G. Wilson has become vice president of sales and marketing for the Poly Plastic Films Corp., Buffalo, NY.

Mike Brown has become controller of the Specialty Papers Business of the James River Corporation. Other personnel changes announced by James River for Specialty Papers were the naming of **James O. Eubanks** as group vice president, filter and custom products, and **Robert L. Jones** as vice president, technology, planning and control.

Paper Distribution Industry Best Sellers

Rank	Publication	Last Mo.
1	New Strategies for Growth: Paper Distribution Plans for The Future. *NPTA.* $45.	1
2	What Really Helps (or Hurts) Your Company's Bottom Line. *NAW.* $50.	4
3	Higher Profits from Day One. *Arthur Andersen.* $250.	6
4	Collecting By Telephone. *Dun & Bradstreet.* $49.99	10
5	Paper Merchant's Guide to Profitable Management. *NPTA.* $49.	2
6	Wholesaler Inventory Control. *VanDeMark.* $25.	3
7	System Selling: A Marketing Guide for Wholesaler Distributors. *Hannaford.* $25.	9
8	Strategic Planning: A Fitness Program for Wholesalers. *Arthur Andersen.* $35.	5
9	Win-Win Telemarketing Program. *Zibrun.* $135.	7
10	Paper & Ink Relationships. *Williams.* $30.	8

All publications are available from NPTA

Niagara Envelope Names New President, Opens New Warehouse

Frederick G. Pierce II has been named president and chief operating officer of Niagara Envelope Company, Buffalo, NY, representing the third generation of his family to head the 125-year old firm. He succeeds his father, Frederick S. Pierce, who remains chairman of the board and

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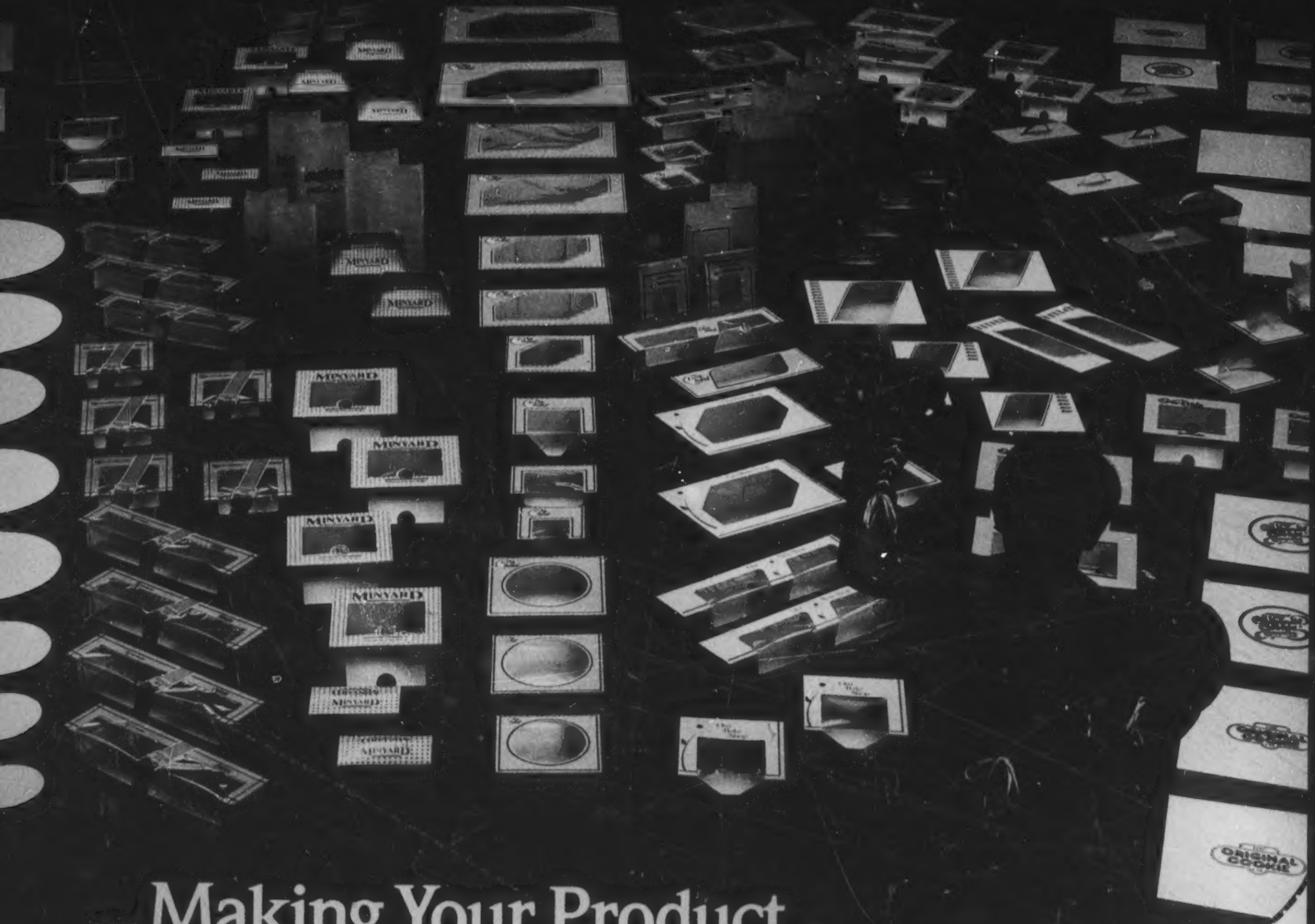

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○ Deli Boxes	○ Pizza Boxes
○ Wax Bags	○ Foil Laminates
○ Poly & Specialty Bags	○ Panliners (Silicone & Quilon)

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chief executive officer.

Niagara Envelope, which has manufacturing plants in Buffalo, Chicago, Dallas and Denver, as well as a distribution warehouse in Seattle, also announced the opening of a new distribution center in Tampa, FL, to serve the southeastern states. The new 8,000 square foot facility will stock Niagara's own envelopes as well as those produced for the 14 paper mills such as International, Mead, and Nekoosa for which Niagara is official converter.

White House Thanks NAW President

As a result of an appearance before the House Ways and Means Committee, Dirk Van Dongen, president of tha National Association of Wholesaler-Distributors, received a letter of appreciation from President Reagan's Deputy Chief of Staff Kenneth M. Duberstein. Mr. Van Dongen spoke out against delaying or increasing the lower tax rates promised by the Tax Reform Act of 1986, or imposing a surtax.

Testifying on behalf of the Tax Reform Action Coalition (TRAC), which has as its membership about 250 major trade associations representing over one million businesses, Mr. Van Dongen reminded the Congressmen of how long and difficult the battle had been to achieve tax reform, and stated that TRAC "urges in the strongest possible terms" that the Ways and Means Committee "reject out-of-hand any suggestion that the rate schedules in the '86 Act be delayed in their implementation or increased."

In his letter to Mr. Van Dongen, Mr. Duberstein wrote, "It is gratifying to know of (TRAC's) efforts against any attempt to cancel or delay the hard-won tax rate cuts achieved last year."

Florida Hits Advertisers With New Tax

On July 1st, Florida instituted a new 5% tax on advertising which is certain to affect many printers, reports Printing Industries of America. Essentially, any advertiser whose message will reach Floridians must pay for it. For example, Chrysler might pay $400,000 for a 45-second commercial during a high-ratings TV program. If Floridians are 7% of the entire audience, then Chrysler would arguably have to pay $28,000 to make sure that those in Florida receive the commercial. Therefore, under the Florida 5% tax, Chrysler would owe the state $1400. Similarly, if Coca-Cola paid $65,000 for a full page color ad in Newsweek and Florida accounted for 7% of the circulation, then Coca-Cola would owe $227.50.

Florida recently published the complicated set of administrative rules it will use to implement the tax. The Florida Department of Revenue estimates that it will cost about $7 million to hire the 240 additional people needed to collect the tax. Governor Martinez, a supporter of the tax, recently asked the Florida Supreme Court for an advisory opinion on the constitutionality of the tax. Court analysts believed it was unlikely that the opinion would appear before July 20th, the court's scheduled recess, but expected that the opinion would be forthcoming when the court reconvenes on August 17th.

Advertising groups and many large companies have already agreed to boycott or completely cut back on ads placed in Florida. This resistance by companies is not reflected in initial revenue estimates of over $92 million for the state. Of that estimate, $44.5 million is expected to come from newspapers, $34.5 million from radio and TV, $12 million from ad agency services and $1.8 million from magazines and periodicals.

Butler Paper Opens New Facility in Tucson, AZ

Butler Paper, a distributor of business and printing papers, has opened a new warehouse and office building in Tucson, AZ. The new building will give the company about 30% more warehouse space as well as improving shipping and receiving operations. Butler, which is headquartered in Denver, is a part of Great Northern Nekoosa Corporation.

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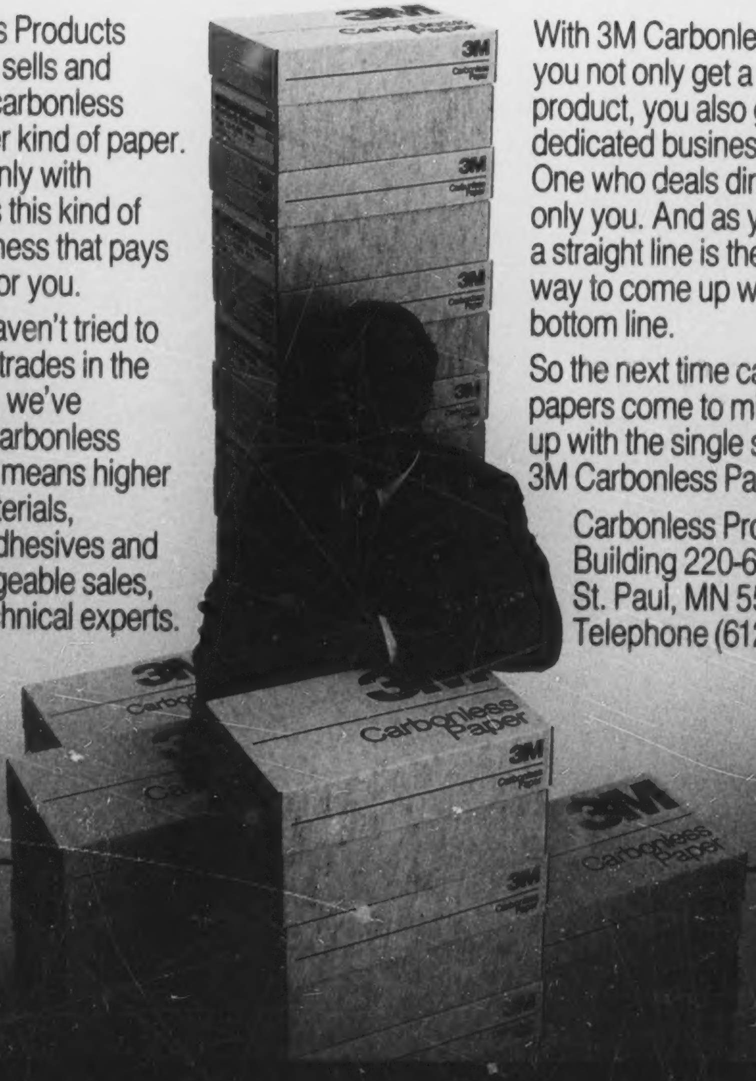

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Printing Paper

Sales Compensation: What's Ahead for Paper Merchants?

Compensation is an important tool by which the energies and talents of employees can be directed and rewarded. Senior management is charged with using and controlling this tool wisely and providing the proper resources, environment and direction of the sales force with the goal of meeting marketing and financial objectives.

According to *Printing Paper Sales Compensation*, a report published by NPTA, sales and sales management tasks are becoming increasingly more demanding and complex. To meet the pressures and demands of the times, sales forces are being challenged to become more disciplined, professional and team-oriented. In some instances, new ways of organizing the sales force will be needed to respond effectively to customer requirements and operating realities.

Even though it's not always noticeable, the employee-employer relationship is constantly being renegotiated with compensation one of the key points in the process.

According to the study, there are two aspects to every compensation program: the tangible and intangible. The tangible portion, the focus of the study, consists of salary, bonus and fringe benefits. In addition, there is the intangible area, consisting of other actions taken by company leaders to recognize employee contributions. These may be in the form of informal compliments, company events, formal recognition ceremonies and published materials. These intangible elements should be carefully woven into a total compensation program.

Central to the productivity and vitality of the sales force are performance measurement and reward. Compensation is one of the most widely discussed topics among members of any sales organization. Whenever performance-oriented salespeople encounter significant unresolved inequities in the compensation program, either their performance suffers or they move to another company where the performance-reward relationship is perceived to be more attractive. This can be one of the most damaging and costly losses a company faces. Thus, the development and care of a company's sales force is one of the most important tasks facing senior management.

The main point of effective compensation practice is that there must be a clear and equitable relationship between performance and reward.

There are many other significant conclusions drawn from the *Printing Paper Sales Compensation* survey relative to cars, entertainment, hiring practices, turnover, etc. The book is available from the NPTA Communications Department

RETAILERS CAN
SELL ANY ORDINARY BULB

at $40 each for members of the Association and $50 for suppliers.

Huge Numbers of Books Need Rescuing Now Says Library

Viewers of the popular television program *Mission: Impossible* will remember the opening moments of each episode when it is announced that the tape recorded message will self-destruct within a few seconds. The time span may be reckoned in decades rather than seconds, but millions of books, periodicals, manuscripts and other items that were put on paper since the mid-19th Century have either already self-destructed or are well on their way to doing so.

The problem's cause is not unlike that of a person who harbors a hidden gene which causes a fatal illness later in life—the paper used carries within itself the seeds of its own destruction. Dr. Vartan Gregorian, president of the New York Public Library, pointed out the problem in a recent article and described what steps are being taken to help the situation. Almost everything published since the middle of the last century has been printed on wood-pulp paper which was acidic in nature. The acid in the paper eventually causes the paper to become so brittle that handling the paper causes it to break. (Today, many books are printed on non-acidic paper which will not readily deteriorate.) According to Dr. Gregorian at least 40% of the books in major research collections in the United States will soon be too fragile to handle. The need to undertake preservation measures is not concerned so much with the saving of a piece of paper but rather saving the knowledge that is contained on that piece of paper.

It is possible to take books that are still "strong enough to survive the treatment" and treat them with a liquid or gas which neutralizes the acid in the paper, thus lengthening their life. A less expensive method is to microfilm decaying books. Preserving the actual book keeps it in a form that is more convenient to use than microfilm, but microfilm permits unlimited copies to be made, thus broadening access to the work. As Dr. Gregorian points out, microfilming helps "to compensate for the vagaries of history and philanthropy that led the greatest book collections to be assembled in only a handful of locations."

The realization of the existence of the problem is not recent. The New York Public Library has had a microfilming program underway for over 50 years, during which time about 500,000 volumes have been filmed. The size of the problem becomes more apparent when that seemingly large number is compared to the number of items in the Library's collections: 26,000,000! In fiscal year 1987, the Library will spend more than $3 million on its preservation activities.

The federal government has been helping out through the actions of both the Library of Congress and the Office of

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Preservation of the National Endowment for the Humanities. There is a major national effort underway to create a library of preserved titles for future generations, one that will require sustained support over the years. To this end, private, local and state support is being developed.

Dr. Gregorian wrote, "We know what we must do and, if we act now, we can do it for less and save more. For we stand to waste the fruit of many minds, indeed of many cultures, if we hesitate in our response to this national crisis. As custodians of the heritage of humanity, we have the historic and moral obligation as well as the opportunity to rescue the record of the past for the world of the future."

Carbonless Paper Toxicity Study Planned by NIOSH

The National Institute for Occupational Safety and Health announced in June that it would request comments and secondary data from all interested parties concerning possible adverse health effects among workers who have used carbonless paper. The notice, printed in the Federal Register, mentioned concern among workers that skin and respiratory problems as well as possible brain damage could be due to consistent exposure to carbonless copy paper.

Top 10 Quick Printers in U.S.

Quick Printing magazine's 1987 list of the Top Ten quick printing organizations indicates tremendous growth in the printing industry over the past year. The Top Ten companies accounted for $156.35 million in sales during 1986, a 65% increase over last year's total of $94.29 million. Average sales for the Top Ten were over $15 million. To make this year's Top Ten List, companies needed at least $6.07 million in sales during the 1986 calendar year.

First on the list this year, with an estimated $64.8 million in sales, is Kinko's Graphics Corporation of Santa Barbara, CA—a newcomer to the list who didn't even make the Top One Hundred list last year. This year, however, its sales total exceeded the sales total of last year's #1 company, Pandick Technologies, by $40 million. Three other companies are new to the Top Ten. Quick Print, Wichita, KS, with an estimated $13.9 million in sales is in fourth place, Buzz Print, Overland Park, KS moved into ninth place with $6.18 million in sales and Speedi Print/ Curtis 1000, Smyrna, GA, climbed into the #10 spot on sales of $6.07 million.

Companies that remained in the Top Ten included Balmar Printing and Graphics, Arlington, VA; The Printing House, Toronto, Ontario; Frank Gumpert Printing, Kensington, MD; Spaulding Co., Stoughton, MA; and CopyQuik, Everett, Ma.

The number of company locations seems to vary tremendously within the Top Ten. Kinko's has 300 locations, while second place Balmar has only eight and the next three companies on the list have 45, 81 and 13 respectively. Two other companies each have only eight locations, while CopyQuik has only six. The Top Ten accounted for over $156.35 million in sales during 1986, compared to $94.29 million the preceding year—an increase in excess of 65%. Sales figures for the companies in the Top 100 listing represented an increase of over 39% for 1986.

Industrial Paper

Convenience Stores—Prime Target for Industrial Merchants

According to the results of a recent survey which appeared in *Convenience Store Merchandise Magazine*, fast food and the products that are needed to provide fast food service in these in-store facilities have been judged to be the most often named areas for growth in convenience stores business.

The convenience store chains showed a healthy average pre-tax profit of 5.0% in 1986. According to the survey, fast food may lead to the elimination of the grocery area in convenience stores, but will also increase profits because of the excellent margins.

In-Store Merchandise

Successful convenience stores offer their customers as wide a selection of in-store merchandise as possible within a limited retail space. This is done by maintaining margins at levels which maximize sales and profits. The average chain has operated convenience stores for 9.5 years and has developed the necessary judgment to effectively buy, price and sell a vast array of merchandise.

Inventories are carefully monitored to assure the maximum efficiency of investment—15.4 turns a year on inventory valued at an average of $39,999. This is an improvement from the 13.5 turns reported for 1985.

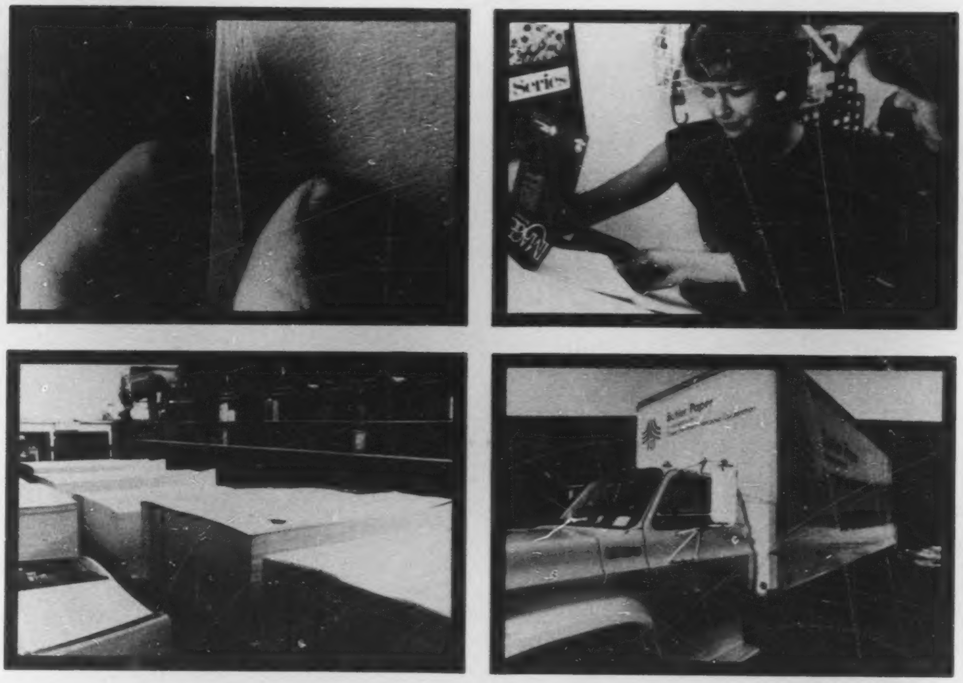
The three product categories with the highest average gross profit margins are fountain soft drinks (56.2% margin), fast foods/food service (45.5%) and deli (43.2%). (See chart.) Food service is a particularly labor-intensive category that requires monitoring by management to maximize its profit potential. Numerous chains responding to the survey indicated their intent to enter or expand their fast food operations to capitalize on this growth area.

This product area requires a great deal of paper merchant's usual items in the food service area. These products include disposable plastics, cups, packaging, napkins, forks, knives, spoons and many other products relating to food service. Currently, convenience stores are serviced by other types of distribution firms.

Suppliers and Their Services

Selection of dependable suppliers is critical to success in any retail business, particularly in that of convenience stores. Caught in the squeeze between increasing costs and intense competition, it's vital that convenience store management select suppliers with care. Suppliers should be expected to provide information about new products, price promo-

A GREAT NAME IN PAPER



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At Butler Paper, we take this responsibility very seriously. Since 1844, we have been meeting America's paper needs by working in partnership with some of the country's finest manufacturers.

We consider our commitments to suppliers as important as our commitments to customers. And we back those commitments at each of our 64 locations, as well as at our home office in Denver.

We appreciate our great partners. Without them, we could never have become a great name in paper.

Butler Paper
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tions and specials, as well as offering reliable service.

Most chains (88%) count on independent *grocery wholesalers* to service their operations. Cooperatives rank second, followed by voluntary (11% and 1%). Deliveries are received from an average of *18.5 vendors per week*.

The extent to which chains receive products on a fully serviced, direct delivery basis varies significantly according to the size of the stores.

More than nine out of 10 chains say their wholesalers pass on price promotions and specials, of which they accept well over half. Acceptance usually hinges on anticipated profitability and sales potential. A number of specific criteria are considered in arriving at these decisions.

The president of a Midwest chain says he evaluates promotions on the basis of "profit gained and in consideration of other promotions that are going on." An executive with a Southern chain considers promotions on the basis of needed displays. Another chain in the South has "only one product, in a product category, promoted at a time." Candy and tobacco are purchased from grocery wholesalers by 72% of the chains, and 52% buy from candy/tobacco jobbers. Deliveries of candy and tobacco from grocery wholesalers are typically received once a week, while candy wholesalers deliver about 1.3 times a week.

Convenience store management must evaluate a continuing flow of information about new products. These products are often the means used to increase the value of the average sale, so the door is always open for a sharp distributor who can provide the right knowledge and service.

Naturally, convenience stores are excellent targets for other product areas as well, such as cleaning and maintenance supplies, retail packaging (special print bags, food packaging and other items), towel and tissue goods, etc.

As has been stated previously, the convenience store offers a multitude of areas where your products match the needs of the customer.

Average Gross Profit Margin by product category	**Total Chains**
Gasoline	7.7%
Automotive supplies	33.1%
Tobacco	24.1%
Beer & wine	26.5%
Cooler soft drinks (cans)	31.6%
Fountain soft drinks (by the cup)	56.1%
Fast foods/food service	45.5%
Deli	43.2%
Milk & dairy	17.9%
Bake off	37.5%
Ice cream	31.4%
Groceries	29.4%
Candy	35.9%
Magazines & paperbacks	22.3%
General merchandise	33.0%
HBA	34.0%
Snacks	36.4%
Produce	29.6%
Frozen food	29.6%
Video products	43.9%
Lottery Tickets	5.2%

Source: April 1987 *Convenience Store Merchandiser*

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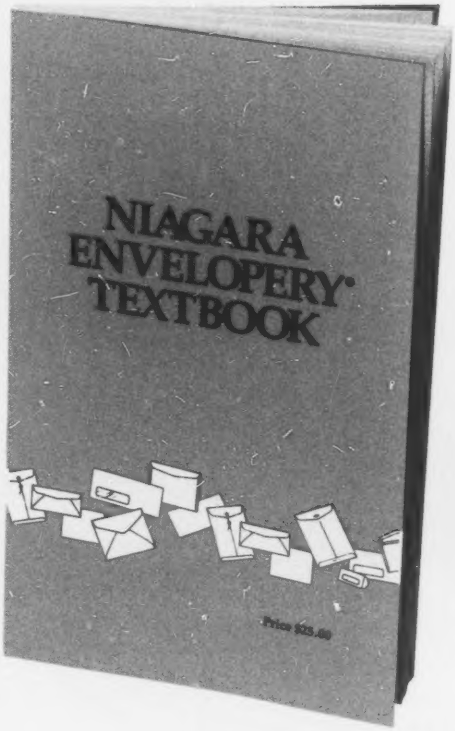
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LANDMARK
Georgia-Pacific
GP

1983-440,000 TPY
1984-540,000 TPY Crossett #2
1985-655,000 TPY Crossett #1

A few years ago our Printing Paper Division was a modest factor in the fine paper market. Today all of that has changed. Georgia-Pacific is now the fastest growing company in the fine paper market segment. Last year alone our sales increased by almost 50 percent.

To achieve this unheard-of growth has called for a major investment in mills, machinery and people. Beginning in 1984 our #2 machine at Crossett, Arkansas, was totally rebuilt. In 1985 we installed an entirely new Escher-Wyss paper machine at this same mill. Coincident with this activity, major investments were made at our mills in Woodland, Maine; Kalamazoo, Michigan; Taylorville, Illinois; Reading, Pennsylvania; and Gilman, Vermont.

In 1986 we invested $200,000,000 in equipment and mill improvement.

On April 19, 1986, our new Valmet machine went on stream at Port Hudson, Louisiana. One of the largest fine paper machines in the world, it covers two city blocks and boosted G-P's total printing paper capacity to 900,000 tons per year.

And now, we are taking another giant step. At a meeting of G-P senior management held early this year the decision was made to install a second Valmet machine at Port Hudson. When it goes on stream in 1988 it will increase our total capacity to over 1,200,000 tons of fine paper per year.

In just 5 years G-P has almost tripled its printing paper capacity.

With the addition of our second Valmet machine (Port Hudson #4), Georgia-Pacific will become the second largest producer in the uncoated printing paper market. And, we're not through yet.

What does all of this mean to you—our customer? For one thing it means that Georgia-Pacific is able to offer you a combination of product and service that sets new industry standards.

1986-910,000 TPY Port Hudson #3

A complete line of uncoated printing paper.

Premium opaques. Safety papers. Publishing grades. Forms bond. Envelope papers. Technical and specialty grades. Our top of the line Hopper Cover and Text. And most recently, our new Spectrum line of offset and copier papers.

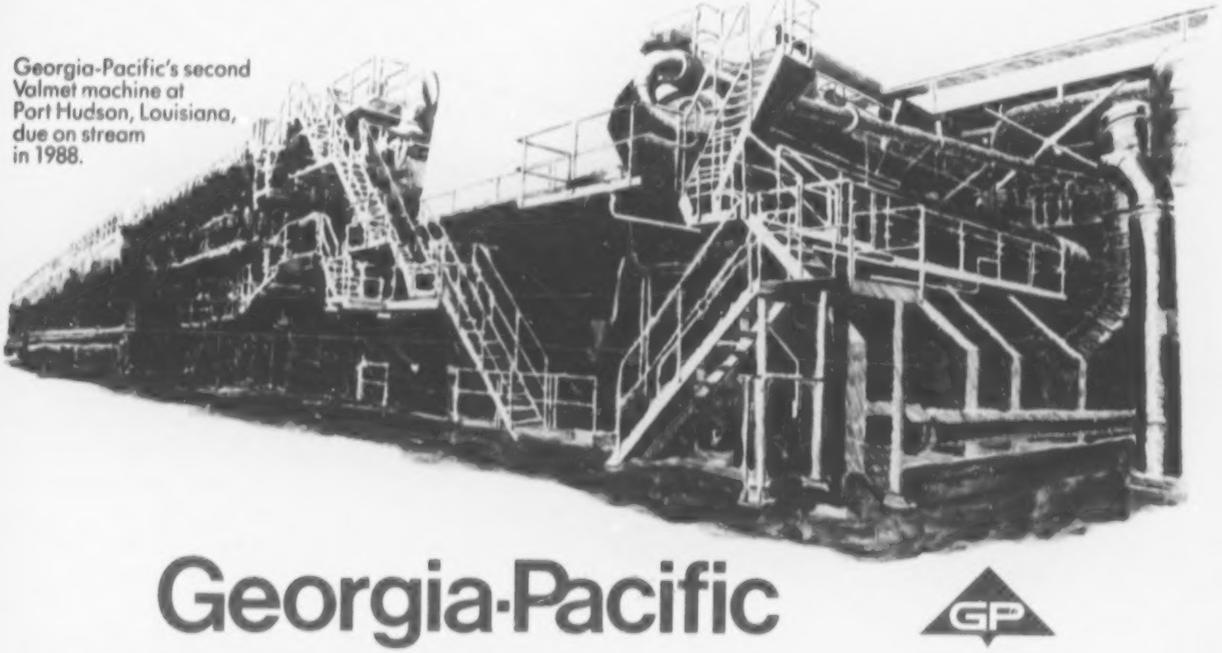
What's more, new Spectrum is one of the most heavily *advertised* brands in the entire printing industry. To back up our new products and new capacity, Georgia-Pacific is also offering inventory, stocking, delivery, customer service and marketing programs that are second to none.

1988-1,210,000 TPY Port Hudson #4

A commitment fulfilled.

A few years ago we made a commitment to the industry and to you that Georgia-Pacific would become a major force in the uncoated printing paper market. We've backed this commitment with hard work and cold cash.

Now it's all coming together. And the winner is *you*.



Georgia-Pacific's second Valmet machine at Port Hudson, Louisiana, due on stream in 1988.

Georgia-Pacific

Printing Paper Division
THE GROWTH COMPANY

1986 Sales Dept. Performance: Inside Vs. Outside

The NPTA Performance Analysis Report (PAR) tracks inside and outside sales productivity among its many important financial ratios.

The backbone of most paper merchant operations is the sales department—the *outside* sales reps that generate new business and keep existing customer relationships healthy, and the *inside* sales service workers that support outside reps, perform telemarketing tasks and provide critical information on price and availability of products. These two groups of people are key employees, and work hand-in-hand.

Sales department performance and productivity are crucial to track, and NPTA members have a valuable tool enabling them to do it—the annual PAR (Performance Analysis Report). Many sales department measures are developed, a few of which are presented in the table in this article. (Additional data—by company size, region, etc.—are available from NPTA's Research Department. It is contained in annual "Industry Performance Surveys," kept at NPTA but available to all members free of charge.)

This article examines 1984-86 trends in outside/inside sales department personnel salary, expenses and sales generated in relation to company gross profits. All figures are *medians* (50% of respondents fall above and 50% fall below the median). Obviously, merchant sales compensation will differ according to the region of the country in which they operate (cost of living expenses vary widely), and their style of operation. There are probably as many different incentive plans as there are paper merchants, based on specific company goals. But these industry "yardsticks" can be useful in tracking overall industry sales department productivity in relation to your firm.

Outside Sales Rep Performance

Printing Paper: Printing paper outside sales reps had the highest average salary and expenses of all merchant groups, up 3.3% to $49,400 in 1986. (Dual reps are closing the gap rapidly.) These reps' pay and travel expenses were held steady at 21.7% of gross profits. On the output side sales generated per outside salesperson rose a healthy 10.5% to $1.63 million, and gross profits per rep inched up 1.6% to $239,800. The small gross margin increase reflects overall problems with profitability experienced by merchants last year.

Outside sales rep pay and travel expenses rose in direct proportion to company size, from $38,740 for firms doing under $10 million in sales to $61,790 for those at $55 million or more. Also, there was a 34% difference in sales rep pay between printing paper houses located in the Northeast vs. the Midwest, no surprise considering high cost-of- living ex-

OUTSIDE SALES REPS

SALES DEPARTMENT PERFORMANCE MEASURES ANNUAL PAR RESULTS (medians)

Printing Paper Merchants	1984	1985	1986	YOUR FIRM
Avg. Pay & Travel Expenses Per Outside Sales Rep (000)*	$45.1	$47.8	$49.4	
Avg. Pay & Travel Expenses As % Gross Profit (%)*	21.4	21.7	21.7	
Sales Per Outside Salesperson ($000)	$1,489.8	$1,477.7	$1,633.4	
Gross Profit Per Outside Sales Rep ($000)	$223.1	$236.0	$239.8	
Industrial Paper Merchants				
Avg. Pay & Travel Expenses Per Outside Sales Rep (000)*	$35.5	$38.6	$39.4	
Avg. Pay & Travel Expenses As % Gross Profit (%)*	23.4	23.3	23.7	
Sales Per Outside Salesperson ($000)	$662.6	$724.0	$702.1	
Gross Profit Per Outside Sales Rep ($000)	$149.7	$161.8	$164.8	
Dual Paper Merchants				
Avg. Pay & Travel Expenses Per Outside Sales Rep (000)*	$44.1	$47.1	$48.3	
Avg. Pay & Travel Expenses As % Gross Profit (%)*	25.3	25.1	26.0	
Sales Per Outside Salesperson ($000)	$1,039.6	$1,153.9	$1,128.3	
Gross Profit Per Outside Sales Rep ($000)	$165.2	$203.7	$194.3	

*Includes supervisors but does not include fringe benefits.

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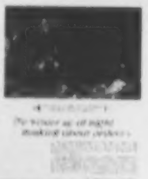
May 1912



A Printer — On Vacation

1928

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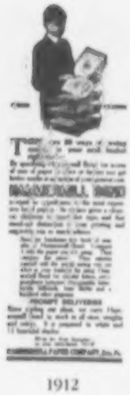
1912

HAMMERMILL GRAPHICOPY PAPERS

TAKE IT EASY

1958

HAMMERMILL BOND

1912

Hello, good buy.

1986

1987 marks the 75th year that Hammermill has advertised a mill branded product distributed through paper merchants. This milestone represents the longest and oldest commitment to advertising of any U.S. paper manufacturer.

Hammermill's advertising debuted with a 3 x 8 inch column ad featuring Hammermill Bond in the 1912 May issue of the Saturday Evening Post. Since then, our continued commitment to advertising has established and promoted some of the best known branded products in the industry.

[illegible]

penses in the former area.

Industrial Paper: Industrial paper outside sales reps' pay and travel expenses rose 2.1% to $39,400 during 1986—the lowest of all merchant groups. These expenses took a slightly larger bite out of gross profits at 23.7% in 1986. These reps generated $702,100 in sales, down 3% last year, and gross profits per outside salesperson rose only 1.9% to $164,800. Overall then, outside sales rep productivity was not as good as in printing paper houses. By company size, pay plus travel expenses ranged from $34,780 for firms doing $3-6 million in sales to $44,110 for those doing $12-25 million. Mid-Atlantic states distributors paid the most—$44,530—for outside reps in 1986.

Dual Merchants: Outside sales reps employed by dual paper houses earned $48,300 in pay and travel expenses, up 2.5% in 1986. Relative to gross profits, these expenses jumped 3.6% to 26% (highest share of all three merchant groups). The sales these reps produced, dropped on average by 2.2% to $1.13 million in 1986, and gross profits per outside sales rep declined by 4.6% to $194,300. Considering this, dual merchants' outside sales rep productivity was the worst of all three groups.

Inside Sales Service Performance

Printing Paper: The typical sales service person employed by a printing paper firm in 1986 earned $21,200, up 4.4%. This is the highest salary for this function of all merchants. Not much variation took place by company size, with only a 15% spread between the smallest and largest firms. Total sales service expenses rose to 9.5% of company gross profits, the highest share in three years and also highest of all merchants.

Industrial Paper: Sales service employees at industrial houses earned $16,200 on average (24% lower than in printing paper firms). This actually was a 1.2% decrease from the prior year. There *was* a significant spread in pay for this function by size of company. Firms doing $12-25 million in sales paid $18,810, while those doing under $3 million only paid $12,560. West Coast and upper Midwest companies (WI, IL, IN, MO) paid higher salaries than the other regions. Total sales service expenses were cut to 6% of gross profits in 1986 (vs. 6.5% in 1984). This share is the lowest of all merchant groups.

Dual Merchants: The average pay of a sales service employee at a dual firm rose 10% in 1986, to $20,800. This was the highest increase of all groups. Sales service expenses were cut to 8.6% of gross profits. Not much variation was found, either by company size or by geographic region.

INSIDE SALES SERVICE PERSONNEL

SALES DEPARTMENT PERFORMANCE MEASURES ANNUAL PAR RESULTS (medians)

Printing Paper Merchants	1984	1985	1986	YOUR FIRM
Avg. Pay Per Sales Service Employee (000)	$18.7	$20.3	$21.2	
Sales Service Expense As % Gross Profit (%)	9.0	9.0	9.5	
Industrial Paper Merchants				
Avg. Pay Per Sales Service Employee (000)	$15.6	$16.4	$16.2	
Sales Service Expense As % Gross Profit (%)	6.5	6.3	6.0	
Dual Paper Merchants				
Avg. Pay Per Sales Service Employee (000)	$19.4	$18.9	$20.8	
Sales Service Expense As % Gross Profit (%)	7.9	8.8	8.6	

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Francis Houlihan Discusses the Role of Training

Today's distributor has one competitive advantage—the knowledge, skills and attributes of his people. Over the past five years we have seen an enormous change in the economics of the distribution industry. Advancements and changes in technology, in economic conditions and in job and career aspirations all contribute to the constant demand for employee training and development.

More and more, paper distributors have come to realize that the task of filling this never-ending need for new job knowledge and skills has become a significant aspect of their overall planning objectives and goals.

The NPTA Education and Training Department has responded to the changes in today's industry and the need for greater proficiencies through an active series of seminars, conferences, university-based programs and targeted in-house training through video. The Department sees its goal as one of helping members move toward greater achievement by increasing productivity and profits.

While paper merchants differ with respect to specific priorities, there is an obvious common need for education and training if the merchant is to grow and prosper in the competitive environment of the years ahead.

Francis Houlihan, NPTA's chairman of the board and president of his own industrial house—Fleetwood Paper Company, Franklin Park, IL—has been one of the Association's strongest advocates of education and training. During his term as chairman he has greatly impacted both the direction and program content of the NPTA's offerings. His personal commitment to training is a testament to his realization that training is the key to profitability. Herewith are the answers Mr. Houlihan gave to questions posed by *MN* with regard to this subject.

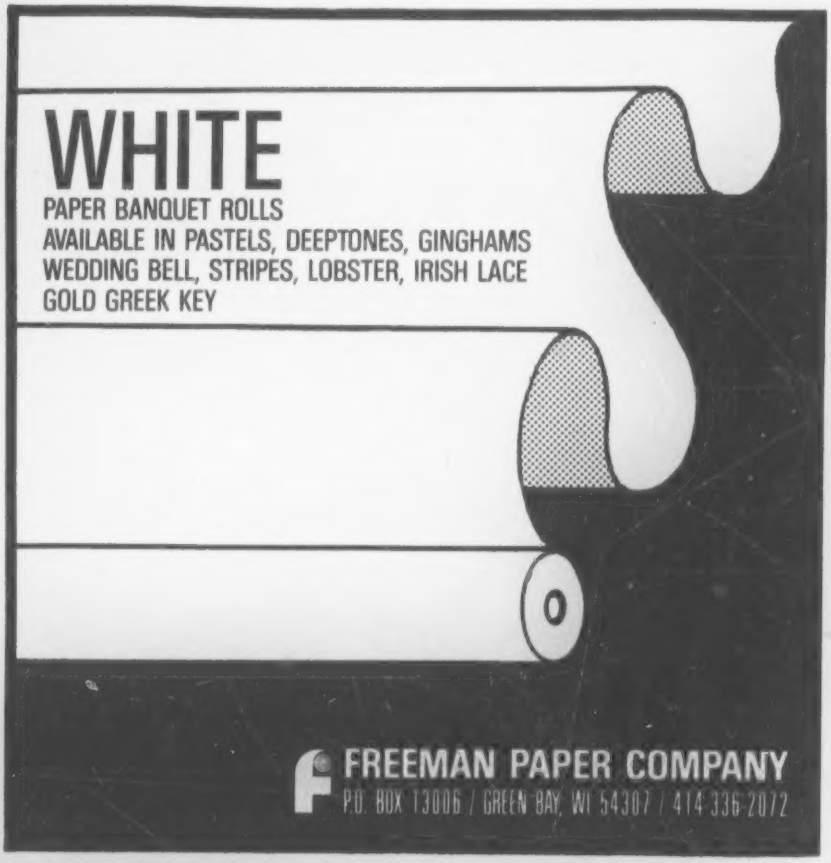
MN: How has the industry changed over the past few years?

FH: There are greater demands by the customer for continued service. Just-in-time inventory along with consignment programs. The need for closer communication between customer, distributor and supplier. The entrance of electronic technology for placing orders and elimination of paperwork. There are fewer independently owned mills and distributors.

MN: What do you see as the most important training issues to be addressed by wholesale paper distributors over the next five years?

FH: Sales personnel will need to know how to operate computers and other electronic data equipment which will be used by the customer. Training will be broader than product knowledge and sales techniques. Sales personnel will need a good business background and be able to decipher financial information.

MN: How do you provide your own firm with a future-oriented training program as well as training that solves immediate problems?



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FH: Our training program is under constant review. Input is solicited as the trainee goes through the training program as to ways of making certain portions more effective. The program is set up in stages to cover approximately five years. Guidelines have been established so the trainee can measure his/her progress. The establishment of 90-day game plans are most important because it is a manageable period of time during which the sales person can effectively "make things happen."

MN: Merchants have traditionally motivated their employees through incentives and/or growth opportunities. In your view, which is the most significant?

FH: The combination of incentive and growth opportunities are part of the whole program. In order for the distributor to achieve growth, each salesperson must grow by an appropriate amount. This growth can be achieved through the use of incentives. I do believe that the most important ingredient for a salesperson's success is the desire to succeed.

MN: What is the most important aspect of success to any training program?

FH: Reinforcement of basic skills is essential. There must be a long-term plan which has established measurable and achievable goals for the trainee along the way. Constant surveillance and dialogue between instructor and trainee to chart progress is a must.

MN: As chairman, you have spoken with both small and large distributors about their training requirements. Do you believe there are significant differences, and if so, what are they?

FH: I believe that there are differences with regard to the medium and small distributor in that basically they possibly have not seen the tremendous need for sales and personnel training in a more formalized manner.

MN: How can the NPTA meet the training needs of both the small and large distributor alike?

FH: The NPTA should develop seminars for managers to attend which will include input from both large and small distributors. The exchange of ideas can be brought back to their respective companies and implemented. Also, continue to provide video training programs which will aid in the progress of the trainee.

MN: Training involves an investment in both time and money. How do you, as CEO of your own firm, justify that investment? Also, how can you guarantee that your own people will apply what they have learned in training on the job?

FH: It's justified because we really have no choice. If we are going to grow, we must train our people. And we make sure our employees are applying what they have been taught by constantly monitoring their performance and progress.

MN: All too often, merchants see training as encompassing only product knowledge for their salespeople. To successfully run tomorrow's business, which other groups of employees must be trained and what skills must they master?

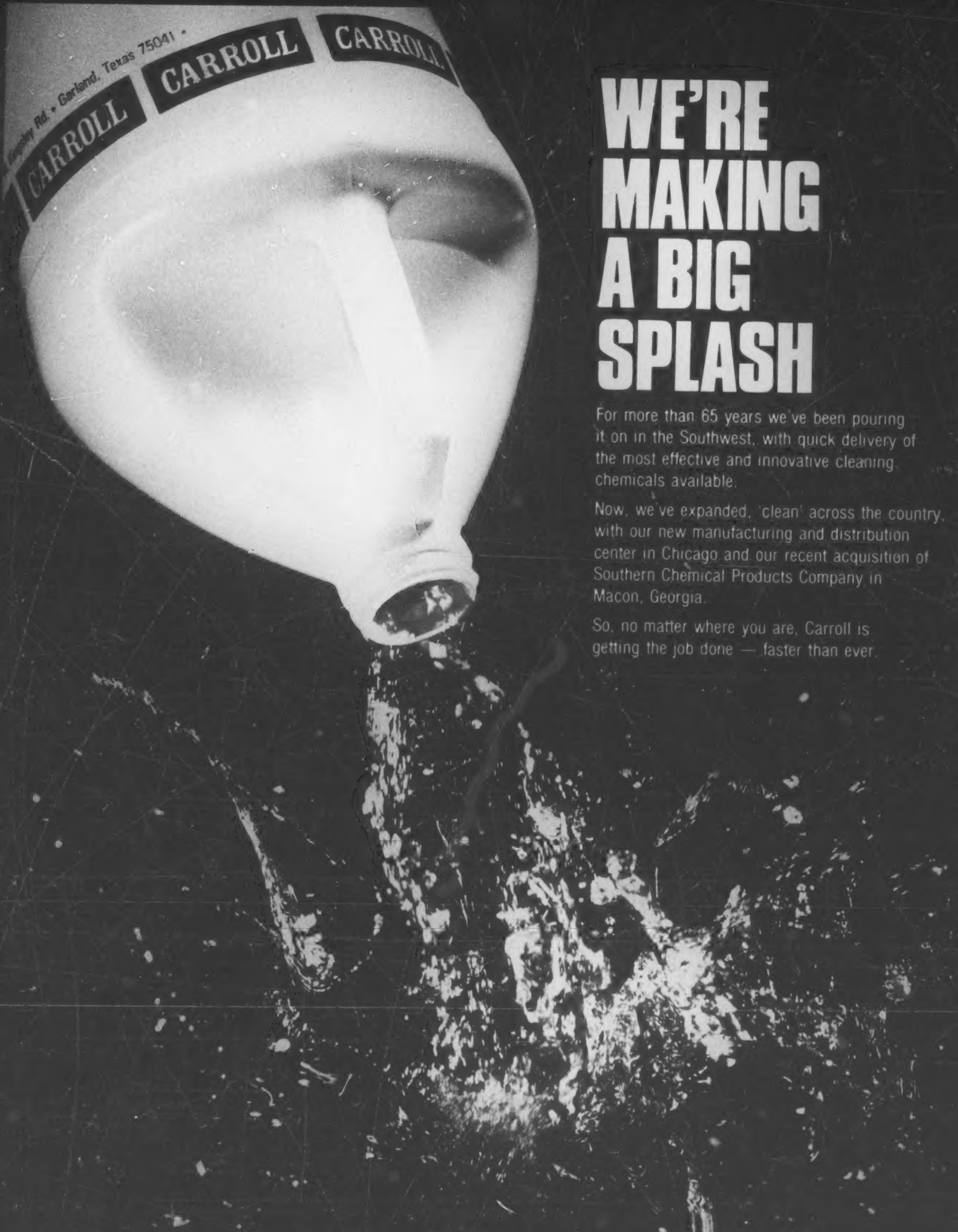
FH: All employees must be trained, from the receptionist to the warehouse. Each individual must understand the company's mission and his/her participation in the total company effort. Service must be emphasized by all personnel as each individual is as important as the salesperson on the account.

MN: What role do you see video playing in in-house training? How do you at Fleetwood Paper Company utilize this technology?

FH: We see video as a major part of inhouse training. Basically, the video is used in two forms. First, the trainee views training films which vary from product knowledge to effective communication skills. The other use is actually video taping the trainee in a role playing selling situation. The video is then reviewed and discussed with the trainee.

MN: Where do you see the NPTA Education and Training Department having the most significant impact on training in our industry tomorrow?

FH: The NPTA should communicate to all members new ideas that are being used in the marketplace, what larger companies are using that could be helpful to the smaller distributor and what is happening that could affect all members. In summary, I believe that there is nothing more important in our business than training, and because of the NPTA, my awareness has become tremendously increased. If Fleetwood is capable of developing a workable training program, our future is intact.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PAPER Foundation Moves Ahead on Many Fronts in '87

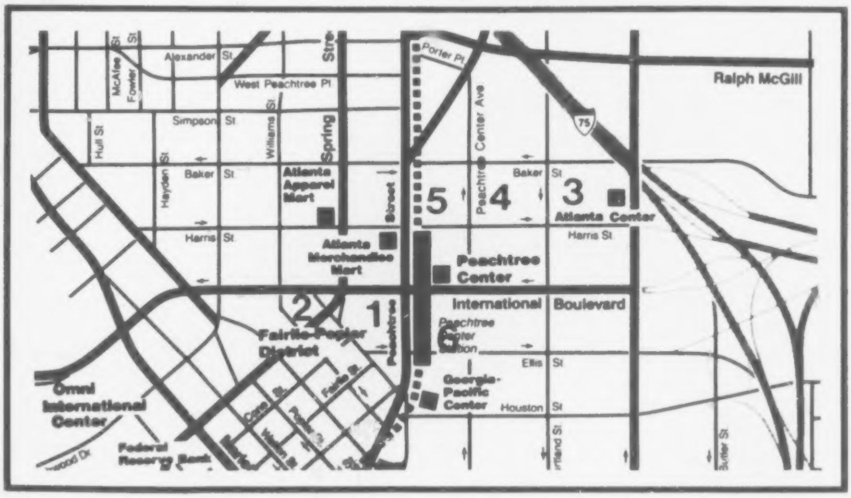
During the past nine months, the Paper Plastics Education Research (PAPER) Foundation has been actively involved in several areas of activity. The Foundation is organized into two divisions: the Endowed Chair Division and the Special Project Division. Both divisions have been busy.

Endowed Chair Division

The year began with a meeting of the Trustees at the University of North Florida, Jacksonville, home of the PAPER Foundation's Endowed Chair Program. After a series of upbeat, positive reports delivered by University President Curtis L. McCray, and Dean of the Business School, Dr. Edward A. Moses, on the academic, research and facility growth of the university, as well as a general report on the incredible economic, business and cultured developments in the Jacksonville area. The trustees came away more excited, and pleased, with the decision to locate the chair program at North Florida.

As part of the university commitment to the study of distribution, and as a support for the paper distributing research chain, the university is establishing an "Institute For Wholesale Distribution." The director of this institute will be hired this year. A search committee for the selection of the first eminent scholar to sit in the Foundation chair is being formed now. Reaserch will begin in September, 1989.

Fund raising continues on a small basis as contributions are still being accepted. All industry members are encouraged to help complete the fund raising effort. Contact NPTA headquarters for more information.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3. Atlanta Hilton & Towers Hotel
4. Atlanta Marriott Marquis Hotel
5. Hyatt Regency Atlanta
6. Ritz-Carlton Atlanta

Special Projects Division

1987 has been the finest year to date for this division. In April a revised, updated, trends report, entitled *New Strategies For Growth,* was completed by Dr. Denis Healy, and distributed to the members.

This report focused on industry trends in the area of customers, suppliers, competitors and marketing approaches to the market place. The report was based on the results from a series of questionnaires, and interviews with paper merchants and suppliers over three years.

Dr. Healy also addresses the strategic implications of this trend, and how a paper merchant can respond to it. In order to achieve a wide distribution of these important research results, and to achieve the maximum awareness of the Foundation existence, all Foundation members recieved a complimentary copy of the initial and landmark study of this new research organization. 1600 copies were mailed, one to every member location.

The Special Projects Division has embarked on its most ambitious project to date. Arthur Anderson & Company, world known accountants, and leading distribution consultants have been engaged to conduct a study of "The Impact of Leading Edge Technology on Paper Distribution." Electronic developments such as electronic data interchange (EDI), scanning, bar coding, cellular telephones and physical distribution and delivery systems will be studied.

The study will report on the "Best of the Best": what are sophisticated paper merchants and other distributors doing in this important area. The report will also describe to the various paybacks paper merchants can expect as they implement various electronic techniques and methods into their businesses. A preliminary report of the finding will be made at the Convention on Monday, September 21, at 2:30 P.M. at the Atlanta Hyatt Regency Hotel. A publication will be available shortly after the convention.

The Foundation developments are not over yet, a major new direction of the PAPER Foundation will be announced at the Chairman's Luncheon at the Convention, so plan on attending.

The Foundation's Trustees are looking forward to 1988. It will be an even more productive, exciting year.

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1987 Convention & Exposition Policy Statement

The National Convention of the paper/plastics and allied products distribution industry is held each year to create a legal forum for the exchange of product information and management ideas among paper merchants, suppliers, and manufacturers' representatives.

This annual meeting and the related Paper/Plastics & Allied Products Exposition is organized, coordinated, promoted and planned by the National Paper Trade Association, inc. (NPTA). It is the purpose of the Association to encourage and foster the broadest, most convenient range of contacts between all industry representatives, in addition to providing an atmosphere of sociability and idea exchange. In order to accomplish these goals, NPTA makes the following policy statement for the annual event.

For Paper Merchants and Manufacturers Representatives

1. ***Support*** the efforts of the suppliers who exhibit at the ***Paper/Plastics & Allied Products Exposition.*** They are providing a most efficient and convenient way to meet key manufacturing executives and learn about new products.

2. ***Support*** the efforts of the registered manufacturers maintaining hospitality suites at the ***Official Convention Hotels.***

3. ***Attend*** the official Convention meetings and workshops, especially ***The Main Event*** on Sunday morning at 10:30 a.m. Invite your suppliers to attend; the meetings are for them also. Resist individual supplier appointments that conflict with Convention meetings and workshops.

4. ***Encourage*** your suppliers to participate in the Convention and Exposition at the Official Convention Hotels so as not to detract from the efficient operation of the meeting, by expanding the radius of their activities. Let them know that it is easier and more efficient for you, the customer, to visit with them at the Official Convention Hotels. Resist meetings in other locations.

5. ***Purchase*** tickets for the Chairman's Luncheon on Convention Monday for members of your firm and for your suppliers. By doing so you will be supporting the efforts of the ***Paper And Plastics Education Research (PAPER) Foundation.*** In addition, greater industry participation in this function will enhance the stature of the ***Stanley O. Styles Industry Excellence Award.***

6. ***Provide NPTA*** with feedback regarding positive and negative aspects of the Annual Convention and suggestions for change.

For Manufacturers, Converters and Suppliers

1. ***Look*** upon the NPTA Annual Convention and Exposition as the premier opportunity to meet with a maximum number of customers and potential customers in a most economic and efficient way. Come prepared, organized and directed to get the most out of this event.

2. ***Participate in the Paper/Plastics & Allied Products Exposition*** by using booth space on the floor of the show to meet the greatest number of customers and potential customers.

3. ***Maintain*** hospitality suites in the ***Official Convention Hotels*** because it affords paper merchant customers the efficiency of visiting a maximum number of suppliers in a minimum amount of time.

4. ***Maximize*** your influence and presence at the Convention and Exposition by informing attendees of your products, services and the whereabouts of your company by advertising in the **only official** Convention publication: **MN's Official Guide to the 1987 Convention & Exposition**

5. ***Attend The Main Event*** on Convention Sunday at 10:30 a.m. Encourage your customers to attend. Do not schedule meetings to conflict with NPTA meetings, and attend as many meetings and workshops as is feasible.

6. ***Inform NPTA*** of your reception and other social plans, so that the Association can assist you in finding proper space. In addition, the Association can inform you of other supplier plans, so that conflicts do not arise with similar paper merchant groups that may be invited to receptions and other social events. NPTA is here to assist you so that all suppliers may derive maximum benefit from the events you schedule.

7. ***Purchase*** tickets to the Chairman's Luncheon on Convention Monday. It is the only "official" social event of the Convention. Attend the event yourself and invite your customers. Make it part of your Convention planning. In addition your attendance supports the efforts of the ***Paper And Plastics Education Research (PAPER) Foundation.*** A large turnout also will assist in enhancing the stature of the ***Stanley O. Styles Industry Excellence Award*** which will be presented at the luncheon.

8. ***Request*** badges for your official staff **only**. Unofficial badges given to merchant customers or others to avoid nonmember registration fees will result in embarrassment and suspension from participating at future Conventions. Don't forget, **only** paper merchants and manufacturers representatives are allowed to attend. End user customers are **not** welcome.

9. ***Provide NPTA*** with feedback regarding positive and negative aspects of the annual event and suggestions for change.

If any questions should arise regarding the above code of conduct, please contact John J. Buckley, Jr., NPTA president at 111 Great Neck Road, Great Neck, NY 11021; 516-829-3070.

For information on exhibiting at the Paper/Plastics & Allied Products Exposition, contact: Ed Ruffing, exhibit manager, Scherago Associates, 1515 Broadway, New York, NY 10036; 212-730-1050.

To place an ad in the **Official Guide,** contact Richard J. Lerman, director of advertising, **Management News** magazine, 111 Great Neck Road, Great Neck, NY 11021; 516-829-3070.

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First Qtr. 1987 Accounts Receivable Performance: Paper Merchants vs. U.S.

Every several months, NPTA publishes information concerning accounts receivable trends, as measured by TRW's Information Services Division's "Business Payment Indexes." Receivables indexes were last covered in the April, 1987 issue of *MN*, and this article is an update. First quarter 1987 data has just been published and is presented in the table below, along with 1986 information.

Accounts Receivable—In Percents, Paper Distributors

		1987	1986			
		1st Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.
	Current	40.6	66.0	67.8	67.0	67.1
Past Due	1–30 days	39.9	19.8	18.6	20.0	20.7
	31–60	11.2	7.2	6.2	6.0	6.3
	61–90	3.6	2.7	2.7	2.8	2.3
	90 +	4.7	4.4	4.7	4.2	3.5

As shown in the table, there was a dramatic drop in the percent of paper merchant receivables classified as "current," from 67.1% to 40.6%, and a corresponding large increase in receivables due in 30 days. When TRW was called to confirm this figure, they stated that there was a statistically valid sample size to publish the figures, but that roughly $18 million less of receivables was represented by participants. It's very possible that this first quarter number will be revised later, and should be viewed with caution now.

As for TRW's overall outlook, they wrote, "Confirmation of the growing confidence in the durability of the slow but steady economic expansion is provided by the payment performance of U.S. business in this year's opening quarter. TRW's Business Payment Index improved markedly. The percent of accounts receivable that was current in the first quarter of 1987 rose to a seasonally adjusted 77.7%. An improvement of this magnitude was last seen in the first quarter of 1985." TRW expects that payment performance by U.S. business will remain strong and may even improve moderately for the rest of the year.

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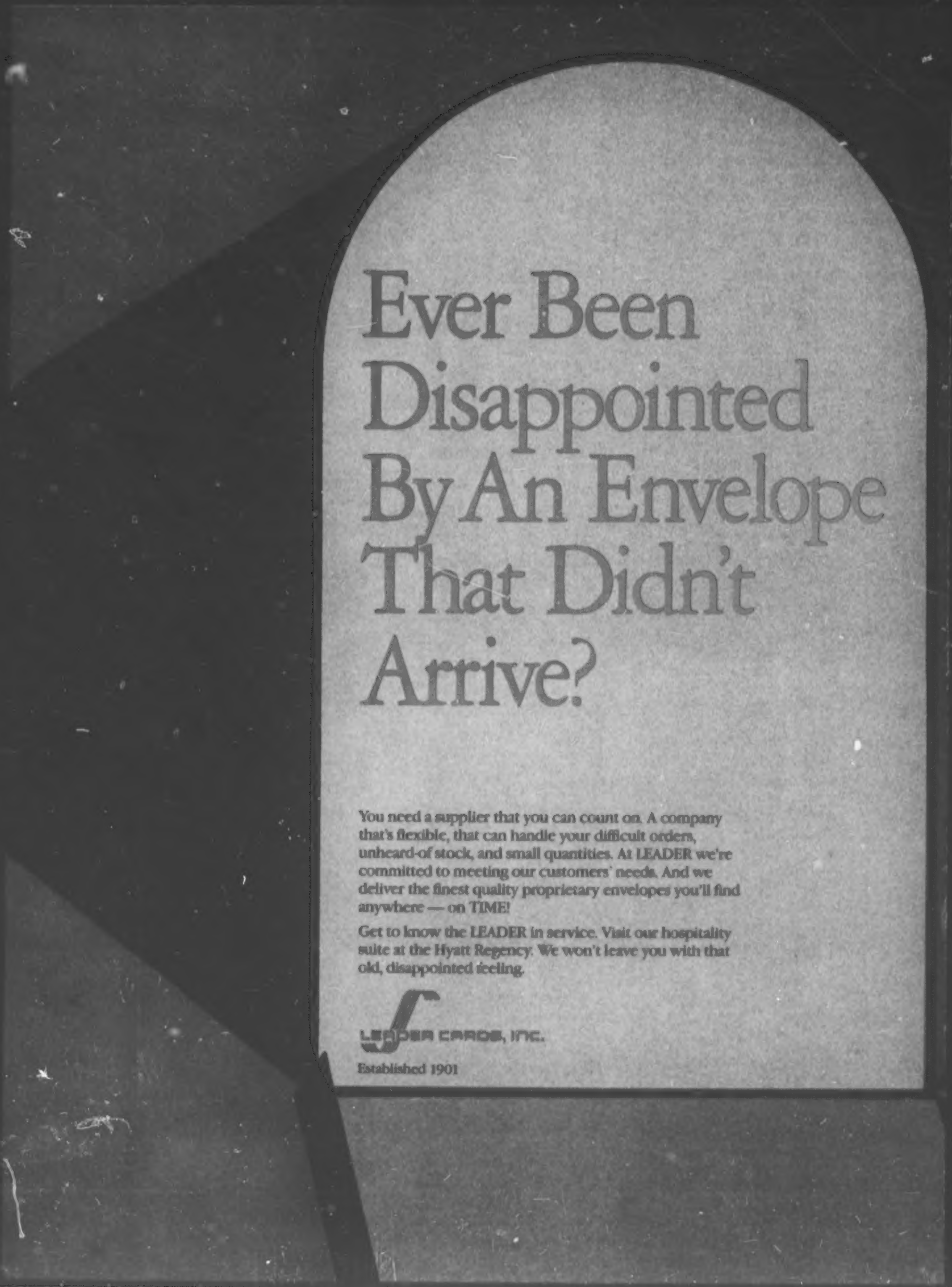

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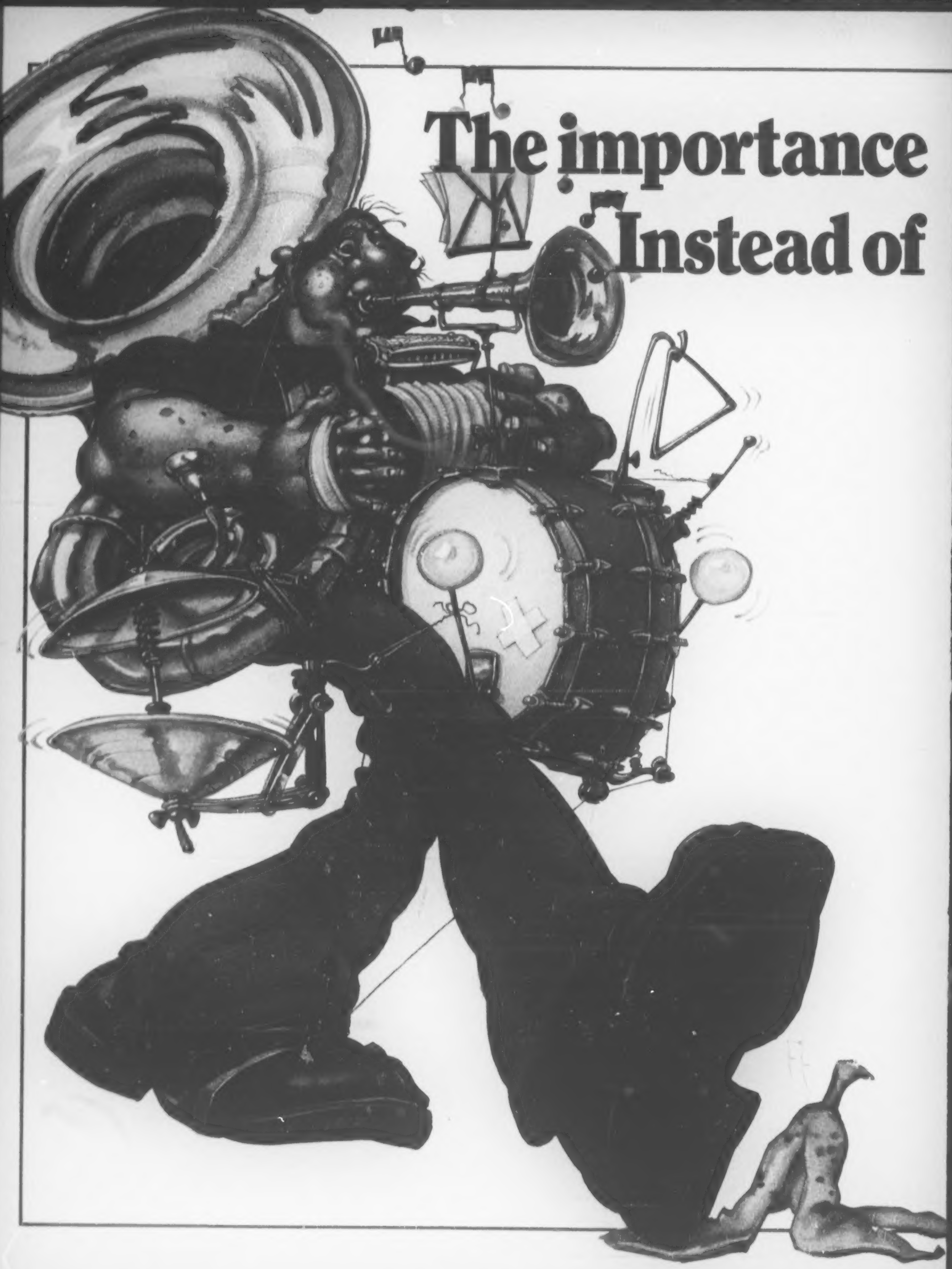

ROUND 2: BAY WEST VS. THE PAPER GIANT

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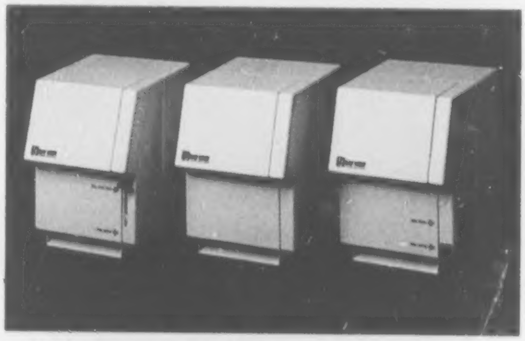

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The Sales Professional 1

A special section dedicated to those who sell or manage the sales function

Education Vs. Training: Is There a Difference?

If you ask somebody to compare education and training, the chances are good that you would be told that they are the same thing. While both involve somebody learning something, there are some basic differences.

Education implies learning on a broad scale, such as a course in economic theory, while training is learning the skills necessary to do a specific job. A person who has just graduated from college is, we hope, well educated. But when that person applies for a job, it will still be necessary for the employer to take the time (sometimes a considerable amount of it) to *train* that new employee in how the company operates and how to carry out the duties of his/her job.

Most jobs, of course, do not require the attainment of a college degree. No matter what the duties, training is still a necessity. Even a person coming to a job with many years experience in similar work will require a period of time to become familiar with the way things are done at the new company.

Training is not something that happens out-of-the- blue. It requires planning, time and effort, and few companies have full blown training departments to draw upon for their training needs—though *all* companies do have training needs! The lack of a training department will not be a major problem—if your company is a member of the NPTA. NPTA's Education & Training Department stands ready, willing and not only able but anxious to help any company that wishes to upgrade their employees' capabilities. (Keep in mind that knowledge in and of itself is not the purpose of job training. The goal is to get a person to *use* the newly gained knowledge in a productive way.)

There are many types of programs available to NPTA member companies. For full information, please contact Bruce Linden at NPTA headquarters, 111 Great Neck Road, Great Neck, NY 11021 or call 516-829-3070.■

New Sales Training Publication Debuts

The National Society of Sales Training Executives (NSSTE) has started a new quarterly publication called *Sales & Marketing Training*. Editor and publisher Jim Rapp stated, "Along with the steady growth in sales training investment has come increased emphasis on professionalism in training." He added that *Sales & Marketing Training* will be "the vehicle for sharing not only new ideas in training, but also the knowledge gleaned from many years of experience represented in the Society." The focus of the journal will be on the practical and useful aspects of sales training in order to help its readers start using the ideas presented as quickly as possible.■

If You Ain't Sure, Call the Grammar Hotline

The English language, as a result of borrowing freely from so many other languages, does not rank among the easiest of languages to use—even if it is your native language. If you are composing a business letter, a report or some other type of written communication, and you find yourself having difficulty with grammar, punctuation, spelling or syntax, help may be just a phone call away.

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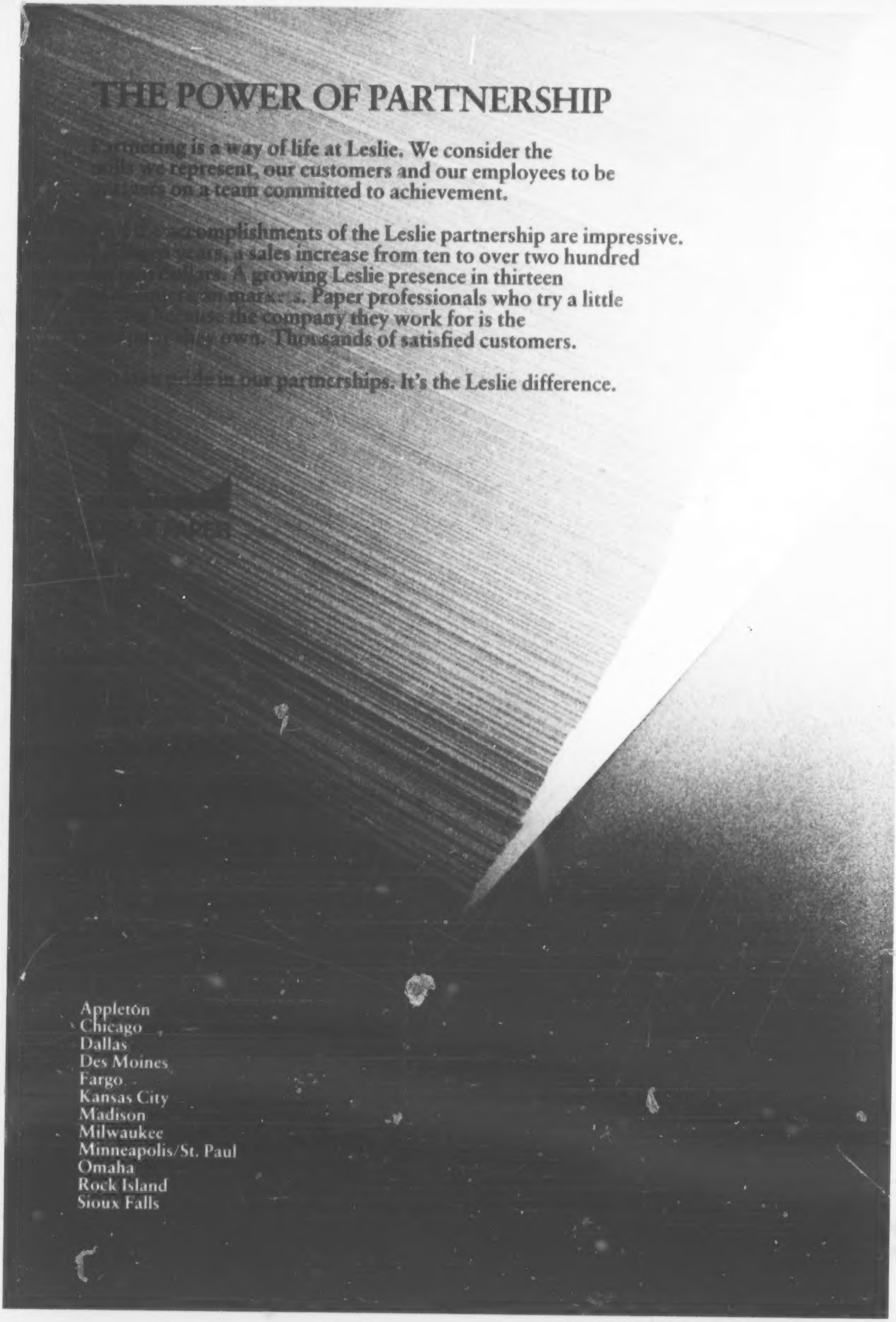

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EVENTS

SEPTEMBER

14–17. *The Sixth Converting Machinery/Materials Conference & Exposition. For more information contact: National Expositions Company, 212-391-9111.*

16–19. *1987 Greeting Card Association Convention. For more information, contact GCA, 202-393-1778.*

19–22. *NPTA's Annual Convention and Exposition "Paper People Paths to Success," Atlanta, GA. Contact NPTA.*

28. *New England Paper Merchant's Association's Golf Outing. Contact Albin R. Johnson, Jr., 617-748-2272.*

OCTOBER

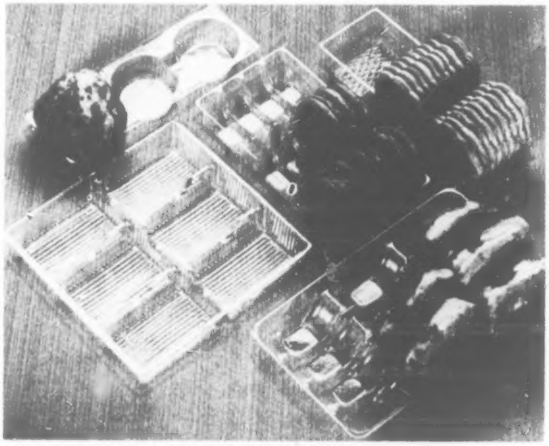
8–9. *TAPPI sponsors seminar on "Managing Change and Performance in the Paper Industry," Grand Rapids, MI. For more information contact TAPPI Headquarters, 404-446-1400.*

15. *Market Information—"How to Get it; How to Use it," Chicago, IL. Contact NPTA.*

18–23. *Printech Week, Rochester Institute of Technology, Rochester, NY. Contact NPTA.*

NOVEMBER

4–6. *Trends in Paper Distribution Computerization Conference, Dallas, TX. Contact NPTA.*



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country. Answers to short questions about any of the above mentioned topics will be provided to callers. If you would like to receive one free copy of the 1987 Grammar Hotline Directory, send a stamped, self-addressed (first class postage) business-letter-size envelope to Grammar Hotline Directory, Tidewater Community College Writing Center, 1700 College Crescent, Virginia Beach, VA 23456.■

Hammermill Bond: Very Much Alive at 75

When Ernst and Otto Behrend came to Erie, PA, in 1898 to start Hammermill Papers, their goal was to produce a quality bond paper made from sulphite pulp. Their main obstacle wasn't in producing the paper, but rather in getting the paper merchants of the time to accept it as a viable substitute for the expensive watermarked rag papers that were then in widespread use.

The Behrends rose to the challenge by developing a rubber roll process that made it possible to watermark their new paper at extremely high speeds. They then found themselves faced with another problem: every paper merchant wanted to carry Hammermill bond as a house brand with the house watermark. As the number of private brands reached about 200, the frequent machine shutdowns to change watermarks and the complications of maintaining inventories soon made it clear that another approach was needed.

Norman Wilson, then vice president sales, came up with the solution, one that established several major precedents in the industry. Hammermill Bond was turned into a single major line that was marketed by 29 leading paper merchants who became franchised Hammermill agents. But the most innovative idea that was adopted was one that was completely unknown to the paper industry at the time: *national advertising* in support of one major line. For the first time the public was made aware of the Hammermill name as well as new and effective ways

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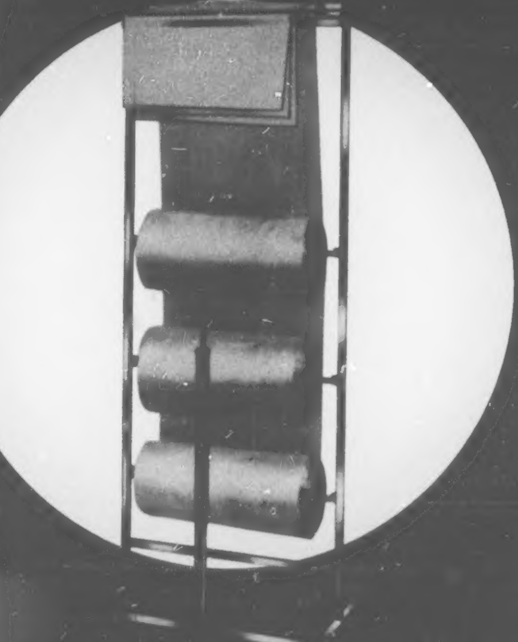

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to use fine quality bond paper. May 12, 1912 saw the first Hammermill advertisement appear in the *Saturday Evening Post*. In addition to the advertising aimed directly at the public, the company also advertised in trade publications.

By the 1920s, though rag papers still held on to a part of the market, sulphite bond papers accounted for 80% of sales to the printing and business market. Today, though Hammermill markets 28 different grades of paper, Hammermill Bond is still one of the leading brands on the market and, after 75 continuous years of advertising, probably the best known brand in the public's mind.■

David M. Donohoe, Harrisburg Paper Company's Salesman of the Year, receives congratulations from C. Ted Lick, president and CEO of Harrisburg Paper Company. Dave was the outstanding performer in Harrisburg's "Salute to Liberty" sales contest.

Sales People

Megan M. O'Connor has joined the sales staff of the Merchant Paper Sales Division of James River Corporation as specifications director for the New England area. The company has also appointed **Kenneth L. Watson** as a sales representative for the New England area, and **Gerald M. Tye** as a sales representative for the Midwest.

Sheila D. Eash has joined Amko Plastics as a sales representative for the Gulf States territory. She will make sales calls with Amko distributors' sales people as well as conducting sales meetings to meet Amko products and services. Amko manufacturers custom specialty plastic packaging for retail.

Charles C. Ragsdell has been appointed sales manager of Butler Paper Company's Little Rock, AR division. He will manage both the industrial and printing paper sales forces which serve Arkansas from both Little Rock and Fort Smith.

Scott Liedtke has joined Miami Paper Corporation as Midwest sales representative, based in Chicago. Mr. Liedtke was previously with Linweave.■

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Nostalgia: Not What It Used To Be

The paper distribution business is alive with people who have made a life-long contribution to the industry. Sam Marks recently celebrated a 50-year commitment to the paper business.

by Alan Rosenbloom,
president
Marks Paper Company

Sam Marks

Fifty years in the paper business is a wonderful achievement; most people are glad to get out long before. An exception to the rule is Sam Marks of Marks Paper Company, New Orleans. In June, he celebrated his 50th year in the paper business.

He began in the warehouse of Alco Paper Company at the excessive salary of $16 per week. Because of his many talents, he got a raise two months later of $4 a week. After serving in the Army during World War II, Sam began his own paper company which is operated today by a second generation of the family.

Sam has accumulated not only a wealth of knowledge, but also a great many humorous stories. Every paper man has had his share of unusual customers, and Sam likes to tell about one of his:

"One of my customers was Williams Deluxe Press here in New Orleans. Mr. Williams operated his shop with a deaf and dumb woman typesetter, two pressmen and a huge monkey who cut the paper. After one of the pressmen would position the paper in the cutter, the monkey would first turn the wheel to clamp the paper and then turn a wheel to bring the blade down. After completing the cycle of raising the blade and clamp, he would scream and jump up and down until someone would remove the cut paper and give him a peanut. The floor around the cutter was strewn with peanut shells. Apparently the old monkey got tired of working for peanuts, because one day, after someone left the front door open, he ran outside, where he was hit by a street car."

Sam once played the part of detective for one of his friends who was a lawyer. One of the lawyer's clients was a reclusive old lady who had stated that her $50,000 estate was to go to the Salvation Army. When the estate was about to be probated, a nephew came forward with a handwritten will that, he claimed, his aunt had given him, and which left everything to him.

The handwriting looked genuine, but the lawyer, as a last resort, called Sam in to examine the paper. Sam researched the watermark with Keith Paper Company and found out that this particular sheet had not been produced until six months after the death of the old lady. When the nephew was confronted with this new evidence he promptly withdrew his claim and was lucky that the court didn't pursue the matter.

Among the people who have shared their wisdom and knowledge with Sam over the years, and about whom he likes to talk have been:

Stan Styles, who started his career with Martin Cantine, an old line converter, and who was, for many years, with the NPTA.

Jacob (Uncle Jake) Kindleberger of K.V.P. Co., a great paper man and philosopher, who was happy to share his knowledge with his younger colleagues.

Eugene Bartley with Byron Weston, one of the best rag men in the business.

Herbie Van Alten, a sales representative with Minnesota Mining and Mfg. Co. "Van" sold Scotch Tape and, without a doubt, was the best salesman Sam ever met. "When he selected you to make cold calls with him, he did all of the selling," says Sam, "and 80% of the calls resulted in a sale. When "Van" retired in the early 1960s due to ill health, it took five salespeople to replace him."

Shorty Bouis, a paper broker out of St. Louis, represented Sorg and Badger in the midwest and south. Sam never knew what Shorty's first name was, but remembers that he was always willing to help a younger, less experienced, paper man.

Dave Smith, president of Wausau Paper Mills, could operate any position in the mill from the wood yard to the finishing room. Dave knew all of Wausau's customers on a first name basis and personally called them at least once or twice a year.

Dard Hunter, the historian of the paper industry, whose book, *Papermaking, the History and Technique of an Ancient Craft*, makes for fascinating reading. Sam asks that everyone in his employ read the book to learn about our industry and tradition.

To sum Sam up is not difficult: he loves the paper industry. Sam's favorite comment these days is, "I hope to be around a few more years provided I have all my marbles. This is my industry and my way of life."

Sam, we salute you for the years you have contributed to our industry.

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1. GET OUT YOUR SCALES AND WEIGH IT.

You'll discover that a 10" x 13" Envelope of Tyvek weighs slightly more than a third of an ounce—.37 oz. to be exact. Now weigh a 10" x 13" envelope of 28# kraft. It weighs .74 oz., exactly *twice as much*. Next, weigh an envelope of 32# kraft—.85 oz., or almost *2-1/3 times as heavy* as the Envelope of Tyvek. You'll save money with an Envelope of Tyvek because its lighter weight can prevent your mailing from going into the next higher postage rate. You'll save even more with Air Mail Envelopes of Tyvek, because Air Mail postage increases every *half* ounce rather than every ounce.

2. TRY TO TEAR IT.

Go Ahead... try. Envelopes of Tyvek are made of spunbonded olefin by Du Pont and have twice the burst and tear strength of paper. You can pull and you can strain. You can huff and you can puff. But unless you're superhuman, you can't tear it. Think what that means—the contents won't be damaged or lost due to a torn envelope. That's more savings for you because it costs you time and money to replace lost or damaged material.

3. POUR WATER ON IT.

Put something really important into an Envelope of Tyvek. Your paycheck, for instance. Take a glass of water and pour all over it. Not a drop will penetrate—the water rolls off as easily as it would roll off a duck's back. Your check is absolutely safe and ready to go to the bank. Envelopes of Tyvek are chemical resistant, too, but you don't have to prove that for yourself. Just take our word for it.

4. CRAM IT FULL OF MATERIAL.

Fill an Envelope of Tyvek with catalogs, brochures, letters, reports. Come on, now... you can do better than that. Put another catalog or two in there. An Envelope of Tyvek can hold more than a kraft envelope ever dreamed of holding. That's because it stretches without tearing. Which brings us back to savings. Envelopes of Tyvek let you consolidate mailings into one envelope and take advantage of Priority Mail rates.

5. SEAL IT AND THROW IT AGAINST THE WALL.

Yes, you heard right. While it's still crammed full, seal it and throw it as hard as you can against the wall. Or drop it on the floor and stomp on it. Surprise! It didn't burst and the seal didn't break! So you can be sure that Envelopes of Tyvek will hold up beautifully in a rough-and-tumble mailroom.

You've proved it for yourself. The lightweight contender with the heavyweight performance knocks out all the competition and is the new mailing champion! Now that you've proved it, don't you think you ought to do something about it? To save money on postage, to give added protection to your mailings—order your Envelopes of Tyvek TODAY. They're available in both flats and expansions.

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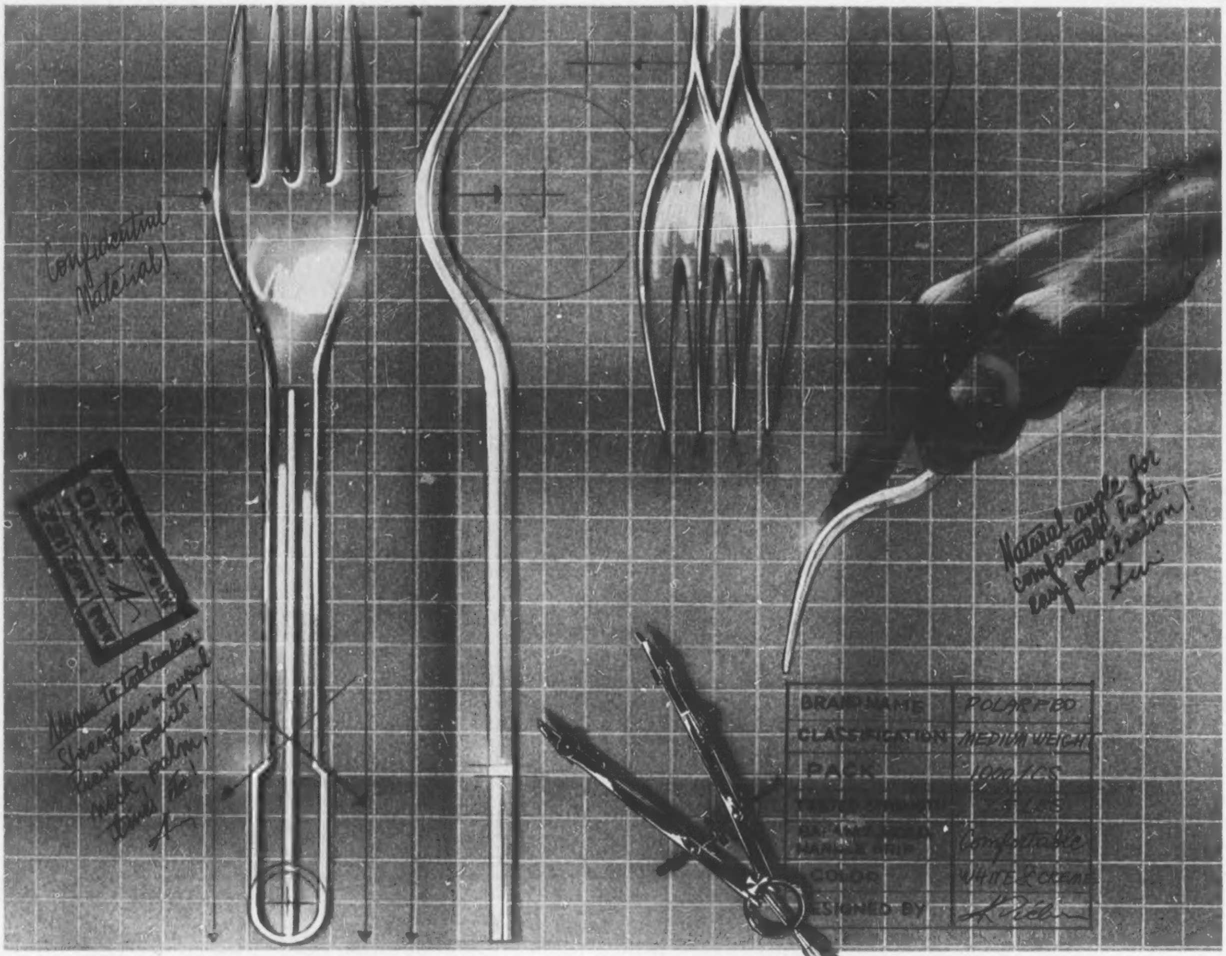
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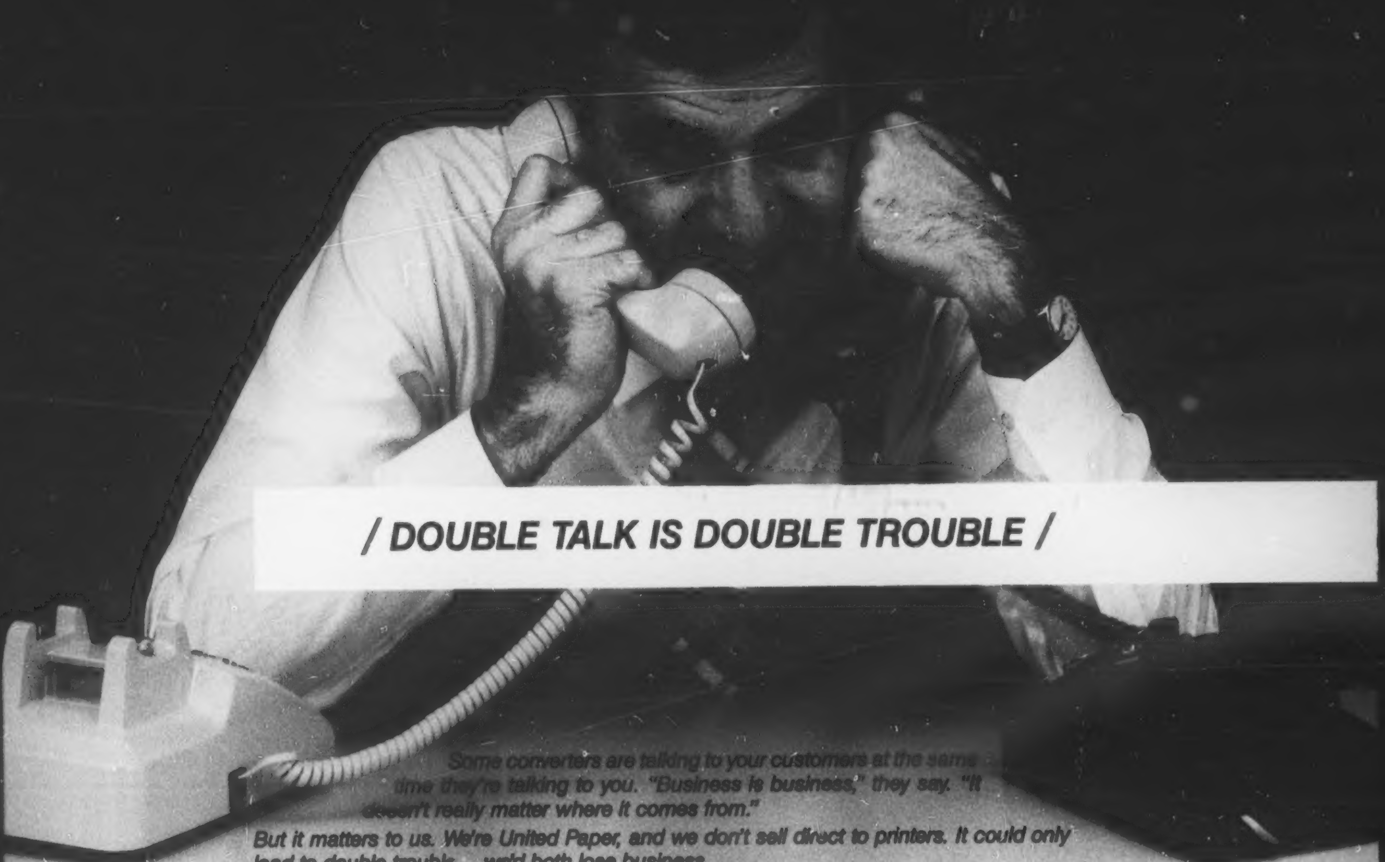

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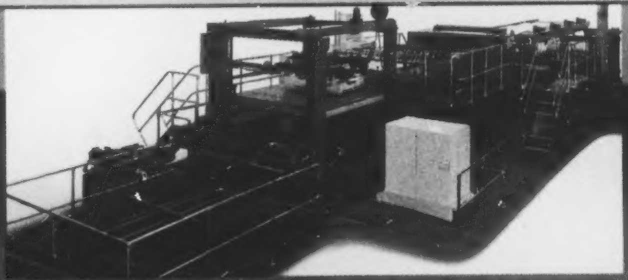

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CONVENTION '87 HIGHLIGHTS

Official Guide

Monday ▶

Saturday ▶

Sunday ▶

NPTA Official
Registration Hours

1987 Paper People Paths to Success

There is a whirlwind of activities taking place at NPTA's Annual Convention in Atlanta. This largest gathering of the paper and allied products industry will help paper people on their paths to success.

"Paper People Paths To Success"

Reach for the stars at the 1987 Annual Convention of the National Paper Trade Association! All paper people—merchants, manufacturers, converters and mill reps—together are making the 1987 NPTA Convention and Paper/Plastics & Allied Products Exposition the greatest in the Association's 84 year history. From September 19-22, 7,000 paper people in Atlanta, GA, are sharing in what has become the premier industry event.

Paths to Success

There are many paths that paper people may travel through their industry, but few "paths to success." The theme of this year's Convention and Exposition highlights the responsibility placed on the leaders of the industry to prepare the paths to success for their people.

Success does not come easy, nor is it handed to the seeker on a platter. Hard work is to success as gas is to a car. Without it, no one gets very far. "The responsibility that the industry leaders have," reports NPTA chairman Francis J. Houlihan, "is to show their people how to be successful. They must be shining stars that their employees will want to emulate."

Furthermore, industry leaders must give their people the tools to success. These tools can take many forms—sales training, up-grading of management skills, conference attendance, college courses, performance appraisals, specialized books and publications and compensation programs that are performance-based. These all give the executive's people the help they need to sharpen their skills, and the executive, a leg-up on the competition.

This year's program is filled with unique opportunities to meet, experience and learn about the trade—its trends and developments. As you join with your colleagues in the paper, plastics and allied products industry, take the time to participate in the many important meetings that are spread throughout this four-day event. Your time will be well-spent as you help yourself journey on your own "Path to Success."

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The Main Event:

Hear Elie Wiesel, Nobel Peace Prize Winner, on Convention Sunday, September 20, at 10:30 AM in the Atrium of The Apparel Mart.

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The 1987 Convention & Exposition

Take advantage of all the great events happening at the NPTA Annual Convention and Exposition, September 19–22, 1987 in Atlanta, GA.

"Paper People Paths To Success"

The National Paper Trade Association, Inc., and its Board of Directors welcome you to the NPTA "Paper People Paths to Success" 1987 Convention and Exposition!

The 84th Annual Convention & Exposition will feature more exhibitors, attendees and manufacturers/suppliers than ever in our history! There are numerous first time exhibitors displaying new and different kinds of products and services.

For those unable to attend, this Special Issue of *MN* will provide an invaluable glimpse into the activities, educational programs and new products displayed as well as who attended this year's convention.

This program will also prove valuable as a buyer's guide for future reference. It provides information on how to contact *all* of the key suppliers to the industry.

Exposition Management

The NPTA "Paper/Plastics & Allied Products" Exposition office is located in the Apparel Mart's Registration Area.

Photography

The official photographer may be used by exhibitors. Photographic services may be arranged by contacting the Exposition Management.

Special Events Desk

Tickets for all NPTA Special Events are available in the NPTA Registration Area. (Spouses' Program, Young Executives Forum and the Chairman's Luncheon.) Tickets for the "Return to Tara" cocktail reception Saturday evening will *not* be available on-site.

Message Center

A message center with a receptionist and a large message display board will be located in the NPTA Registration Area in the Apparel Mart.

For Your Dining Convenience

A Restaurant Reservation Desk is located in the Apparel Mart Registration Area. They will be happy to make reservations and offer suggestions on the wide variety of excellent restaurants in Atlanta.

The reservation service will be available from 8:00 AM—5:00 PM on Saturday, from 9:00 AM—4:00 PM on Sunday, and from 8:00 AM—12:00 Noon on Monday.

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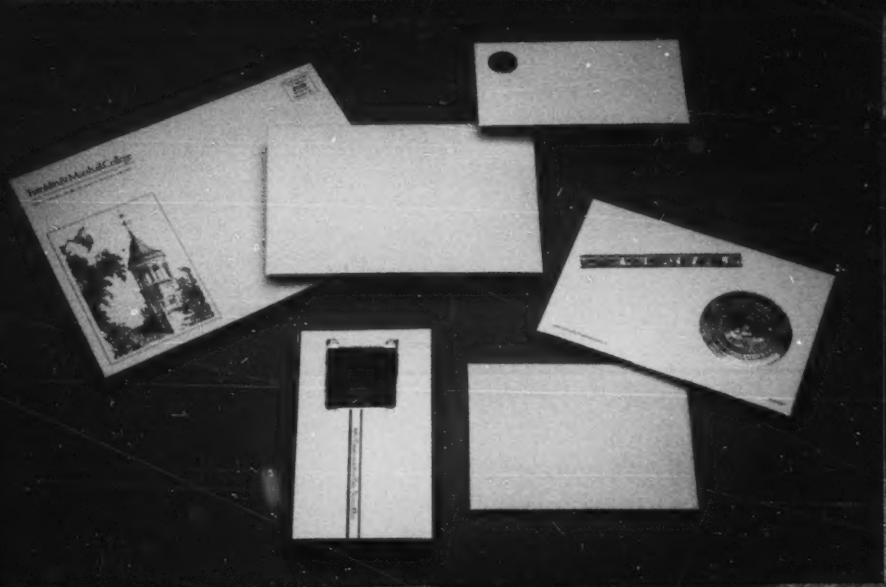

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See us during the NPPA convention at The Ritz-Carlton, 181 Peachtree Street N.E., Downtown Atlanta.

Suite Information

Suite location information may be obtained from the NPTA Information Center in the Apparel Mart Registration Area.

MN Magazine will distribute comprehensive daily lists of *all* official NPTA suite locations.

Registration

Registration will be held at the Apparel Mart, Atlanta, Georgia:

- Saturday, September 19, from 8:00 AM—5:00 PM
- Sunday, September 20, from 9:00 AM—5:00 PM
- Monday, September 21, from 8:00 AM—12:00 Noon

Exposition Hours

- Saturday, September 19, from 10:00 AM—5:00 PM
- Sunday, September 20, 11:30 AM—5:00 PM
- Monday, September 21, from 8:30 AM—12:00 Noon

Fees

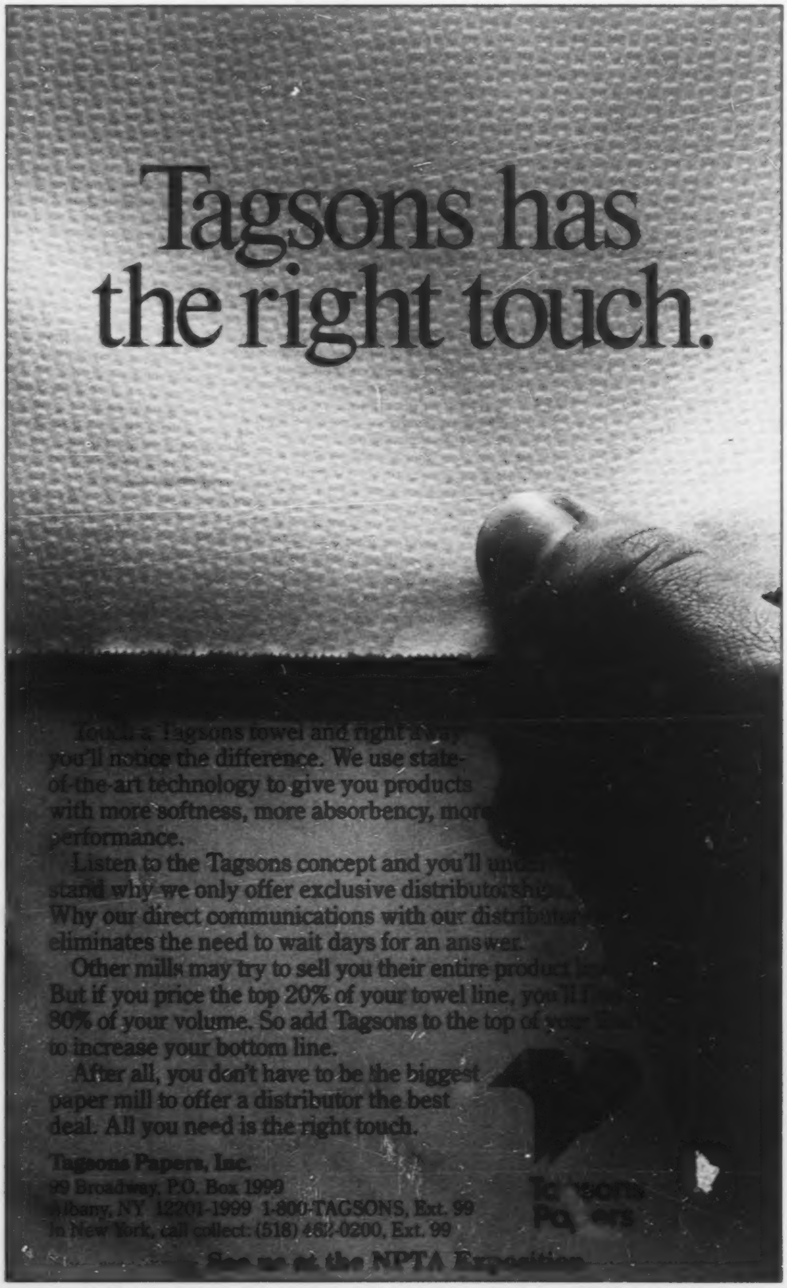
Members of NPTA and *1987 Exhibitors* pay *NO* fees for either Convention activities or the "NPTA Paper/Plastics & Allied Products" Exposition.

Non-members must pay an admission fee of *$55.00* per person for all Convention meetings and the Exposition. This category relates to all paper merchants who are not NPTA members as well as manufacturers' representatives. Admission badges may be purchased at the *"NON-MEMBER"* Registration Desk in the Apparel Mart.

Non-Exhibiting Manufacturers, Converters and other Suppliers must also register at the Manufacturers Registration Desk and pay a fee of $350.00 per company in order to attend. Five percent of the hotel room charge at Official Convention Hotels is being applied to offset Association Convention expenses.

NPTA Information Center

NPTA will operate a booth at the Apparel Mart in the Convention Registration Area featuring information on membership services and various products available. Memebership applications are available, as well as brochures on NPTA educational programs, publication catalogs, information on special NPTA statistical programs and a host of other services designed specifically for paper, plastic and allied products distributors. These programs help merchants to sharpen their competitive edge and lower their cost of operation.



Touch a Tagsons towel and right away you'll notice the difference. We use state-of-the-art technology to give you products with more softness, more absorbency, more [illegible] performance.

Listen to the Tagsons concept and you'll understand why we only offer exclusive distributorships. Why our direct communications with our distributors [illegible] eliminates the need to wait days for an answer.

Other mills may try to sell you their entire product line. But if you price the top 20% of your towel line, you'll [illegible] 80% of your volume. So add Tagsons to the top of your line to increase your bottom line.

After all, you don't have to be the biggest paper mill to offer a distributor the best deal. All you need is the right touch.

Tagsons Papers, Inc.
99 Broadway, P.O. Box 1999
Albany, NY 12201-1999 1-800-TAGSONS, Ext. 99
In New York, call collect: (518) 462-0200, Ext. 99

See us at the NPTA Exposition

While in Atlanta, take advantage of a suite opportunity.

Be sure to stop by Nashua's hospitality suite at the Atlanta Hilton & Towers during the NPTA convention. Along with a friendly atmosphere and refreshments, you'll meet some very merchant-minded people with exciting products to offer you — like Nashua's new Thermaprint® thermal paper for facsimile machines.

Nashua

We think it's the suite-est deal in town!

Carbonless Paper • Davac® and Echo Dry Gum Label Papers • Thermo-Sensitive Label Paper
Thermaprint® Thermal Paper • Pressure Sensitive and Heat Activated Tapes

CONVENTION REGISTRANTS ARE WELCOME TO ATTEND ALL MEETINGS (EXCEPT AS NOTED)

F • R • I • D • A • Y

11:30 a.m. – 3:30 p.m. **Spouses Program**

Rosalynn Carter

TOUR OF THE CARTER PRESIDENTIAL CENTER: We will begin our afternoon with a luncheon at the new Carter Presidential Center opened in October, 1986. Mrs. Rosalynn Carter, former first lady, will address the group following lunch.

After the luncheon and speech you will have time to visit the Presidential Library which has 70,000 square feet of high-tech, razzle-dazzle, manuscripts, photographs and folk art. See a 30-minute film on our former presidents and a presentation on the 20th century presidents and the major issues which confronted them.

Tickets are required: $45 per person.

NPTA Committee Meetings All Day

NPTA's volunteer leaders meet to work on programs for the coming year:

• Printing Paper Division Committee	8:00 AM–12:00 Noon
• Industrial Paper Division Committee	8:00 AM–12:00 Noon
• Education and Training Committee	8:00 AM–12:00 Noon
• Management Information Committee	8:00 AM–12:00 Noon
• Young Executives Forum Steering Committee	8:00 AM–12:00 Noon

The NPTA Board of Directors will also meet to review ongoing programs:

• NPTA Board Meeting	1:00 p.m.–5:00 p.m.

VIDEO VIDEO

Visit the NPTA
Video Booth
Convention
Registration Area
Apparel Mart

- Win A Free VCR
- See Leading Industry Programs
- Open During Show Hours
- Show Discount Program

The Most Important Advance

in Education and Training for your people is video. Merchants have begun to realize that video training brings education to life.

◇

NPTA has created a video screening where you can see the latest programs available in the industry at a cost *you can afford.*

◇

Don't have a VCR? No problem! Buy tapes and get one free! Get all the details at the NPTA Video Booth.

◇

Join The Video Revolution!

ALCAN

ALCAN FILM
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QUARTER-MILER
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1416
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Deli-Pops Laminated Wrap
Wrap Offers Liquid Absorption, Heat Retention, Variety of Sizes and Colors.

Alcan Brand Film
Complete Line of PVC Film Available for Combination Shipments.

"Quarter-Miler"
Alcan Exclusive — Extra Length Dispenser Rolls for $ Savings Per Foot of Foil.

Retail Foil
Variety of Sizes for Our Foodservice Distributors.

Deli-Pops Rolls and Sheets
Alcan Exclusive — Innovative Gauge and Footage for $ Savings Per Unit.

"Cash & Carry" Pop-Up Sheets
Alcan Exclusive — Individually-wrapped Cartons for Longer Shelf Life.

Alcan Brand Foil
Standard, Heavy and Extra Heavy Gauge Rolls, 12"-24" wide; Pop-Up Sheets, 7½"-12".

Alcan. A wrap for all reasons.

ALCAN

Alcan Foil Products P.O. Box 32840 Louisville, KY 40232 502-459-1900

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Domtar announces a new direction for the fine paper business.

Building on years of leadership in the Canadian fine paper industry, Domtar is now expanding the product lines, programs and services offered to your markets as well. Our goal is to become one of your most responsive, reliable and respected broad-line suppliers.

And we're committed to keeping it that way, too.

The right resources.

Our five mills are within a day's drive from America's largest markets. The newest is a state-of-the-art, 350,000-tpy mill that will help you grow and prosper for decades to come. No other fine paper manufacturer has made a commitment of this magnitude so close to your markets.

And at each mill, our experienced papermakers use their skills to convert Canada's abundant natural resources into the quality fine papers your customers demand.

The right products.

Domtar's U.S. product line has grown to meet the needs of your customers today.

It's based on our proven successes in manufacturing and marketing more than 500 grades of fine papers in Canada and around the world. Your choices include offsets, opaques and business papers in eight colors and a range of sizes, as well as C1S and C2S cover stocks. And all grades conform to U.S. standards for size, color, weight and packaging.

The right focus.

At Domtar, we concentrate our U.S. commitment where we're most able to excel—on those areas within a day of our mills.

We've located our headquarters in the heart of this territory—in Stamford, Connecticut. And we're offering customers nearby inventories, broad-line stocking programs, responsive support—and next-day delivery to dozens of cities throughout the region.

The right service.

Domtar's new U.S. team consists of a full complement of experienced sales, customer service, market development and technical support people.

With Domtar, they combine their outstanding abilities and expertise with our full range of sales and service support programs, including:

○ High-impact, demand-building promotion and publicity campaigns
○ 800-number merchant order service
○ Domtar's PRESTIGE electronic order entry and tracking system
○ Immediate availability of samples
○ Experienced technical support service
○ A full line of fine papers designed for the market

From trees to technologies, from products to people, everything Domtar is doing in America can help you win in your local markets. And we're ready right now to demonstrate how.

Call us today. Or during the NPTA Convention, stop by the Governor's Suite at the Westin Peachtree Plaza, and meet the Domtar team. Let's talk about a new direction for your fine paper business. Domtar Fine Papers, 600 Summer Street, Stamford, CT 06901 (203) 359-1160.

DOMTAR

The Right Direction In Fine Papers

CONVENTION REGISTRANTS ARE WELCOME TO ATTEND ALL MEETINGS (EXCEPT AS NOTED)

S•A•T•U•R•D•A•Y

**10:00 a.m.–
12:30 p.m.**

Stephen C. Zaremba

How Are We Excellent?

Westin Peachtree Plaza
Peachtree Ballroom (Park & Lane Sections)
Stephen C. Zaremba, Marketing and Sales Consultant
Chairman: Steve Ohrman, Vice President, Supplyways, Inc.,
A Young Executives Forum program: Open To All

Adding value to service, improving response time and being "customer-oriented" all help to answer the question: How are we excellent? Mr. Zaremba is a specialist in the many ways to improve your company's operation through adding value for your customers.

He will demonstrate how excellence may be achieved through extraordinary product availability, extraordinary customer cost efficiency, extraordinary administrative support and through the use of extraordinary technology.

Excellence in customer service is a key ingredient in any company's path to success. This session will help you on your way.

**12:30 p.m. –
1:30 p.m.**

YEF Luncheon

Tickets Required
Westin Peachtree Plaza
Henry Grady Room

This special luncheon for Young Executives Forum (YEF) members is an opportunity for up-and-coming managers to meet and share experiences.

Tickets required: $35 per person.

**1:30 p.m.–
2:30 p.m.**

YEF Workshop

YEF Members Only
Westin Peachtree Plaza
Henry Grady Room

In this closed session, Stephen Zaremba will present how young managers can take advantage of the techniques that he discussed in his general session.

Because this session and the YEF luncheon are closed sessions, information on joining the YEF may be obtained by contacting Bruce Linden at the NPTA booth.

Spouses' Programs

**12:30 p.m. –
4:30 p.m.**

ELEGANT ATLANTA: A smorgasbord of Atlanta architecture awaits the visitor on this tour, with the structures ranging from an imposing villa built between the two world wars to a humble plain style farmhouse dating from before the Civil War.

Tickets required: $37 per person.

**1:00 p.m.–
4:30 p.m.**

PRESENTING ATLANTA: You are invited to discover the changing, active world of Atlanta—a city moving to take its place among great cities. Your tour begins downtown, where you will see some of our country's most spectacular contemporary architecture.

Tickets required: $25 per person.

**3:00 p.m.–
4:30 p.m.**

New Horizons in Industrial Packaging

Westin Peachtree Plaza
Peachtree Ballroom (Park & Lane Sections)
Larry C. Chandler, Senior Vice President, Sealed Air Corporation
Jerome J. Kipness, Vice President Marketing, The Crowell Corporation
Donald L. Abbott, Senior Instructor, Michigan State University, School of Packaging
Chairman: James B. Brame, Jr., President, Brame Specialty

Larry C. Chandler

In 1984 the estimated merchant wholesale sales for packaging suppliers and equipment totaled over $4.7 billion. Because packaging has become so important to industrial and dual members, the NPTA Industrial Papers Division presents a discussion of the new types of

A FULL LINE OF QUALITY PRODUCTS

SOLO VARIETY Hundreds of shapes, designs and sizes…paper water cups to plastic dinnerware…get them all from SOLO. And here's the important benefit to you—a *wider selection* for an *exact choice*. When translated to portion-control, this means dollars in your pocket!

SOLO QUALITY *With pride* we manufacture to highest quality standards using state-of-the-art technology. Our ongoing R&D keeps pace with your ever-changing needs.

RESPONSIVE SOLO SERVICE Solo products are available nationwide through a network of distribution centers. Your nearby Solo Rep will assist with *all* your needs.

Premium Quality, wide variety, dependable service—all at fair prices—add up to *VALUE*. And **the name for value is SOLO.**

CUP COMPANY

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S•A•T•U•R•D•A•Y

Continued

Jerome J. Kipness

product opportunities available for merchants. Three knowledgable supplier executives will discuss product trends in corrugated products, cushioning materials and films and tapes. In these discussions they will include how the products can be used, how they can be sold and some of the prospects for the future. With the technology of packaging exploding into new areas never before thought possible, this session will assist you in becoming more aware of just what is on the market and what will be on the market in the near future. The program will also allow you the opportunity to stretch your imagination in providing these new kinds of packaging to your customers.

This exciting subject will be discussed by three men who are experts in this area. Mr. Larry C. Chandler, Senior Vice President of Sealed Air Corporation, and Mr. Jerome J. Kipness, Vice President, Marketing of the Crowell Corporation, who will discuss where they see these new trends going and Mr. Donald L. Abbott, Senior Instructor, Michigan State University School of Packaging, who will discuss this subject from both the technical and social points of view.

Return to Tara Reception

6:30 p.m.–8:00 p.m.

Apparel Mart Atrium
Tickets Required

Return with NPTA to the Old South. Return to the days of beautiful plantation homes and gardens and a less complicated way of life . . . *Return to Tara.*

Recapture the ambiance of the Old South with a majestic setting of an antebellum mansion and its formal garden fountains, representing the charm and graciousness of the past in all its former glory.

Everyone who pre-registers will be invited to attend this magnificent reception in the building that houses NPTA's Paper/Plastics & Allied Products Exposition. Only merchants who pre-register (members and non-members) will be sent free invitations.

All suppliers who are exhibiting in the Show will receive three free invitations to the reception. All suppliers occupying hospitality suites in official NPTA hotels will also be sent three free invitations.

No tickets will be available on-site.

Fleet Lease Evaluation

Westin Peachtree Plaza
Tower Meeting Rooms

Charles Ditolla & Associates join the growing list of management services provided by NPTA to the membership.

With many years experience in the leasing industry, Mr. Ditolla has become a recognized expert in the fleet leasing and the negotiating of fleet leases.

By appointment, during the convention, member firms will have their current fleet lease contracts evaluated.

Make the most from your convention participation. Get this important company analysis done at no charge.

To make arrangements to talk with Mr. Ditolla, contact the NPTA booth in the registration area.

Perceptions: A Way To Measure Customer Attitudes

Westin Peachtree Plaza: By Appointment Only

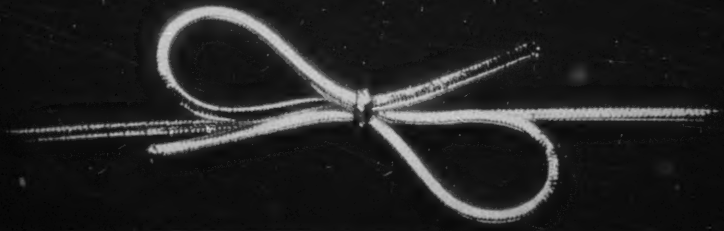
NPTA announces a new service that will allow paper merchants to find out what their customers think about their firms. Customer attitudes influence buying decisions. Before you can change customer attitudes, you must know what they are.

Denis Healy, a well known paper distribution marketing consultant has created "PERCEPTIONS," a customer attitude evaluation program, to do just that. A program, such as this, developed on an individual company basis *could* cost many thousands of dollars. Because it's offered on an Association-wide basis, the costs have been *significantly reduced.* Such a powerful program is now within the reach of *most* paper merchants.

Learn more about it! Dr. Healy will be available for individual meetings with your company representatives during the Convention to explain the program, discuss your customer attitude situation and answer any questions you might have. There is no cost or obligation.

Please call John J. Buckley at NPTA Headquarters (516-829-3070) to schedule a meeting time with Dr. Healy, or drop by the NPTA booth to make an appointment.

We'll tie up everything but your time and money!



Please visit us at Booth 740

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Quick, easy and beautiful gift package decorating is sought by retailers and manufacturers nationwide. Stretch loops just "snap on" for a perfect package every time. Retailers and manufacturers relish our items because there is no waste or labor—they are economical. And all our items are held in stock ready for immediate delivery. Please call or write today for more information.

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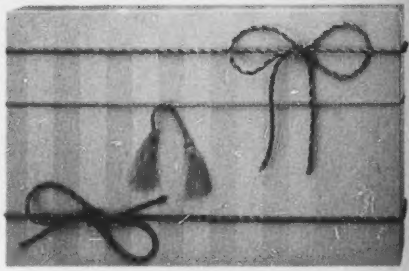
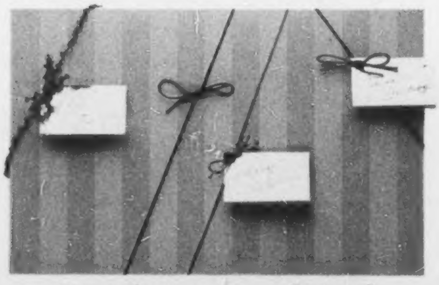
Happy Holidays
HAPPY BIRTHDAY
HAPPY

Ribbon Products



Cords and Tassels

Package Decorations



Stretch Loops and Cards

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CONVENTION REGISTRANTS ARE WELCOME TO ATTEND ALL MEETINGS (EXCEPT AS NOTED)

S•U•N•D•A•Y

10:30 a.m.–12:00 noon

Elie Wiesel

Allen F. Jacobson

Francis J. Houlihan

The Main Event

Apparel Mart
Atrium
Keynote Speaker: Elie Wiesel, Nobel Peace Prize Winner
Featured Speaker: Allen F. Jacobson, Chairman of 3M
Chairman: Francis J. Houlihan, President, Fleetwood Paper Co.

Always a most informative program, this year's Main Event will be highlighted with a presentation by the 1986 Nobel Peace Prize winner, Elie Wiesel. Dr. Wiesel's remarks should not be missed. His vast experiences in international affairs made him a much sought-after advisor. U.S. presidents and leaders of other countries continue to seek his counsel.

The Main Event will also bring Convention attendees a report from NPTA's chairman of the board, Francis J. Houlihan. Mr. Houlihan's message, "Paper People Paths to Success," will demonstrate the need we all have to work with our people to make them all they can be.

Allen F. Jacobson, chairman of 3M, a career man who gives listeners an enlightened perspective on business, brings an important message to convention-goers.

That message is rooted in the past with a firm grasp on the future. 3M, with over $8 billion in sales and 85,000 employees around the country and the world, has been one of America's leading innovators. The company now produces some 50,000 different products ranging from microfilm readers to blood filtration systems to tape of every description—from adhesive to magnetic.

Come hear these important presentations. The time is right. (*Our mill friends are requested to have their breakfast meetings completed by 10:30 a.m. so that all may attend The Main Event and hear Elie Wiesel and Allen Jacobson.)*

NPTA Annual Business Meeting

12:00 noon–12:30 p.m.
Immediately following The Main Event

NPTA Members Only
Apparel Mart
Atrium
Presiding: Francis J. Houlihan, President, Fleetwood Paper Co.

The Annual Business Meeting of the National Paper Trade Association is an opportunity for members to learn of the activities of the Association in the past year. It is also a time to help forge the direction the Association will take in the industry. New board members and officers will be elected at this meeting.

SPOUSES' PROGRAMS

CHOOSE ONE

- City of Homes, Newnan, Georgia—with lunch **10:30 a.m.—3:30 p.m.**

OR

- City of Homes, Newnan, Georgia (repeat)—with lunch **12:30 p.m.—5:00 p.m.**

(The timing of this program allows those who wish to attend "The Main Event" feature Nobel Peace Prize Winner Elie Weisel in the morning time to do both.)

There is a place near the most important business center in the South that offers a quiet charm and graciousness recalling bygone days. The place is Newnan, in Coweta County. Serene neighborhoods abound. In the 1920s, Newnan had more millionaires per capita in residence than almost any other community in the nation.

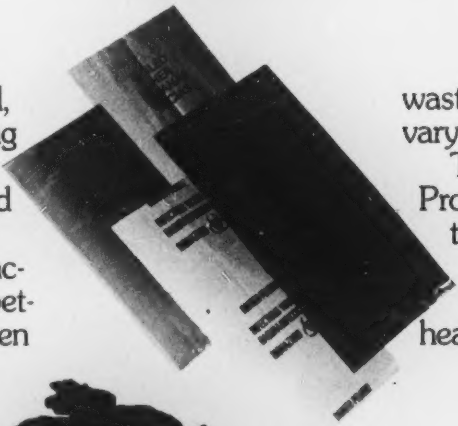
A day in Newnan offers you a tour of at least two of the homes of Greek Revival and Victorian architecture circa 1840–1916. The interiors have been restored where needed and the furnishings are beautiful. Also to be seen is the Male Academy Museum, operated by the Newnan-Coweta Historical Society and featuring changing exhibits.

Tickets required: $40 per person.

HERITAGE SHOW-STOPPERS '87

Stop by our booth at the show and see the most diversified range of can liners available.

Improved SUPER-TUFF KART PAK® can liners are made from a special mineral-reinforced thermoplastic for premium strength. Designed to fit utility carts in hospitals, institutions and other healthcare facilities. Also fits most maid and janitorial carts. Improved Easy-Tear perforation allows single bag dispersement, eliminates random usage, pilferage and time consuming folding and counting. Lightweight for easy handling, compact size requires less storage space.



DuraSeal® liners are imprinted, color coded bags for the handling of contaminated waste. Made from a special mineral-reinforced thermoplastic film, individually folded, DuraSeal bags resist puncture and abrasion failure much better than ordinary bags. Even when waste and storage temperatures vary widely.

Their design is special, too. Properly sized gussets in bag bottoms don't leave pressure points that cause other bags to tear. So DuraSeal bags hold up under heavier loads.

With the RIGHT-SACK® SYSTEM of color-coded bags, colors mean sizes. When a full green bag comes out, a new green bag goes in. The system is available in five colors and clear, all individually folded. Five sizes fit any container properly (8, 20, 32, 44, 56 gals).

Rated 75lb liquid capacity and 100lb dry capacity according to Federal GSA specifications. *RIGHT SACK'S are guaranteed not to leak!* Nothing else can compare.

HERITAGE BAG COMPANY

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Freeman
PRESENTS

RAY NITSCHKE

Ray Nitschke, former Green Bay Packer Football Star, will appear in Freeman Paper Booth #1010 at the National Paper Trade Association Convention in Atlanta, GA, September 19-20.

Nitschke will discuss "Freeman and Football" with visitors to the Freeman Paper Booth.

A Star Linebacker, enshrined in the Pro Football Hall of Fame, Ray was voted Outstanding Linebacker in the last 50 years of the National Football League.

FREEMAN PAPER COMPANY
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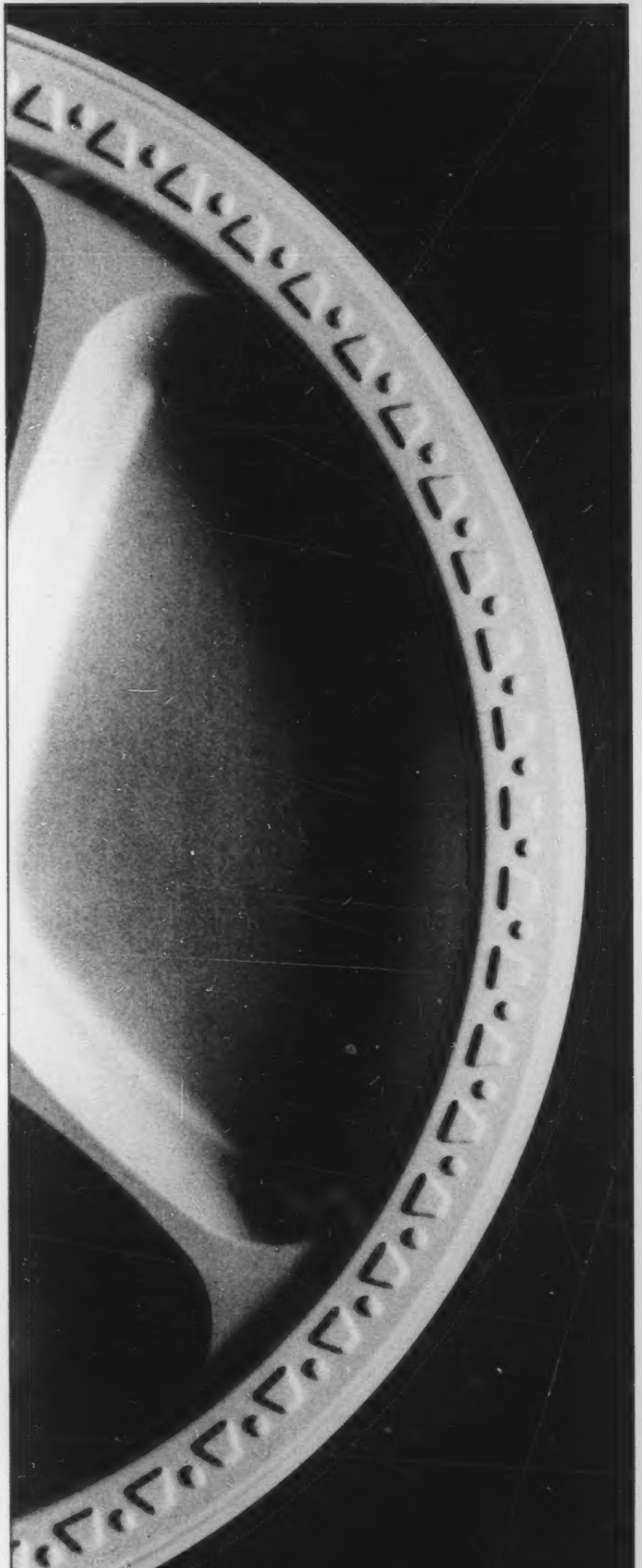
SNEAK PREVIEW

What you see to your right is just a taste of the innovative, profit-minded ideas in single-use food service products you'll find at Booth 503. The Nyman booth.

We promise you the whole picture will definitely be worth viewing. As a matter of fact, you could call it your picture of profitability.

Nyman®

Booth 503



CONVENTION REGISTRANTS ARE WELCOME TO ATTEND ALL MEETINGS (EXCEPT AS NOTED)

MONDAY

9:15 a.m.–10:15 a.m.—Continental Breakfast
9:15 a.m. – 11:30 a.m.

Spouses' Program

Hyatt Regency Hotel
Cairo Room

"THE REAL COKE, THE REAL STORY": Staff writer, Thomas Oliver, goes behind the scenes at Cola-Cola and explores its decision to change Coke's formula.

What better place to hear the Coke story than in Atlanta, GA, the home of the "Real Thing."

The program beings with an elegant Continental Breakfast.

Tickets required: $20 per person.

10:00 a.m.– 11:30 a.m.

Business Papers and Hard Copy Supplies Market Forecast

Westin Peachtree Plaza
English & Confederate Rooms
Charles E. Case, Director HCS Market Requirements Service, CAP International
Chairman: Frederick J. Stabbert, Director of Business Development, Hammermill Distribution Group

Charles E. Case

Part of paper distribution's future lies in filling the needs of those who produce printed materials and are not commercial printers. New technology has turned many in-house publishers into high-volume printers.

Charles Case will share the survey and analyses done by CAP International—a leading research organization that tracks changes in the graphic arts industry and is one of the fastest growing companies in the country. His organization has supplied information or has done studies for most of the major paper mills.

Case will review the growth in office automation and its use of paper, business papers market forecast, equipment and technology trends, the buying habits of printer and copier users and the newly emerging distribution trends—with an eye toward opportunities for paper merchants.

This program is brought to you by the Printing Paper Division of NPTA.

The Chairman's Luncheon

12:00 noon– 12:30 p.m. Reception (cash bar)

12:30 p.m. – 2:30 p.m. Meeting (tickets required)

Hyatt Regency Hotel
Regency Ballroom
Honoree: Lawrence H. Boling
Featured Speaker: President Gerald R. Ford
Chairman: Fredrick J. Stabbert, Director of Business Development, Hammermill Distribution Group

What has truly become a prestigious industry event, the NPTA's Chairman's Luncheon welcomes all Convention attendees. By viture of its size and the high-caliber of its speakers, the Chairman's Luncheon is also the time when the Stanley O. Styles Industry Excellence Award is given to an outstanding industry leader.

Lawrence H. Boling

Lawrence H. Boling, president of Consolidated Papers, Inc., Wisconsin Rapids, WI, will be honored as this year's recipient of the prestigious Stanley O. Styles Industry Excellence Award for 1987. The presentation of this award has become a momentous occasion for the paper and plastics industry. Larry Boling joins a distinguished group of winners including Willilam Zellerbach, Albert Duval and Howard Ris.

President Gerald R. Ford

The featured speaker for this important event will be president Gerald R. Ford. President Ford played a unique part in the history of our country and his presentation will be a revealing look inside the presidency for all who attend.

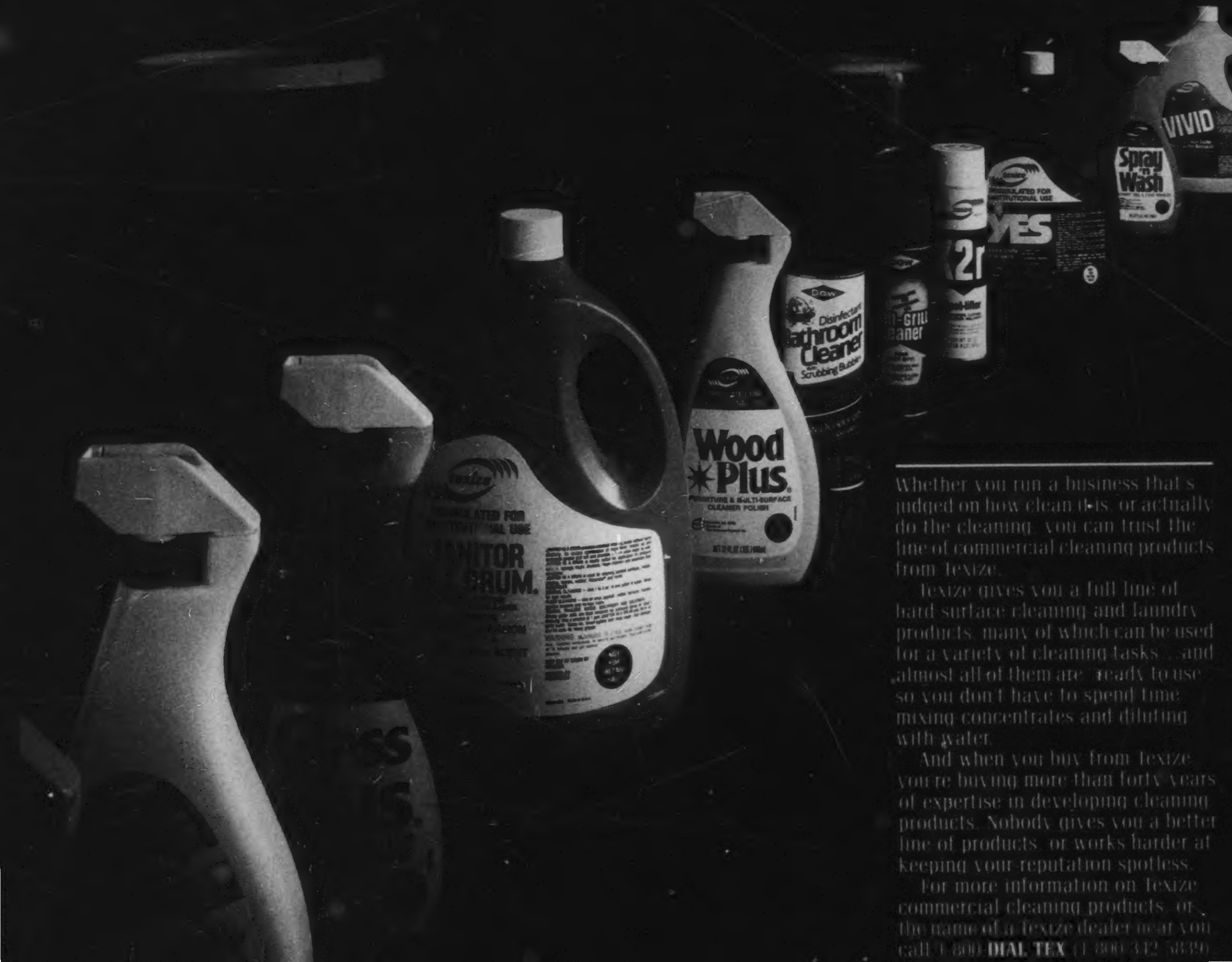
Impact of Technology on the Paper and Plastics Distribution Industry— 1987–2000

2:30 p.m.– 4:00 p.m. Following the Chairman's Luncheon

Hyatt Regency Hotel
Continental Ballroom
Arthur Andersen and Co.
Chairman: John F. Church, Jr., President of Cincinnati Cordage and Paper Co.

Critical issues facing paper merchants in these industries are the

Put your reputation on our line.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K2r
Spot-lifter
YES
Spray 'n Wash
VIVID

Whether you run a business that's judged on how clean it is, or actually do the cleaning, you can trust the line of commercial cleaning products from Texize.

Texize gives you a full line of hard surface cleaning and laundry products, many of which can be used for a variety of cleaning tasks . . . and almost all of them are "ready to use" so you don't have to spend time mixing concentrates and diluting with water.

And when you buy from Texize you're buying more than forty years of expertise in developing cleaning products. Nobody gives you a better line of products, or works harder at keeping your reputation spotless.

For more information on Texize commercial cleaning products, or the name of a Texize dealer near you call 1-800-**DIAL TEX** (1-800-342-5839).

That roar you hear is Georgia-Pacific's Printing Paper Division —on the move!

HOPPER
CUT SIZE PAPERS
LANDMARK
Georgia-Pacific
GP

A few years ago our Printing Paper Division was a modest factor in the fine paper market. Today all of that has changed. Georgia-Pacific is now the fastest growing company in the fine paper market segment. Last year alone our sales increased by almost 50 percent.

1983-440,000 TPY
1984-540,000 TPY Crossett #2
1985-655,000 TPY–Crossett #1

To achieve this unheard-of growth has called for a major investment in mills, machinery and people. Beginning in 1984 our #2 machine at Crossett, Arkansas, was totally rebuilt. In 1985 we installed an entirely new Escher-Wyss paper machine at this same mill. Coincident with this activity, major investments were made at our mills in Woodland, Maine; Kalamazoo, Michigan; Taylorville, Illinois; Reading, Pennsylvania; and Gilman, Vermont.

In 1986 we invested $200,000,000 in equipment and mill improvement.

On April 19, 1986, our new Valmet machine went on stream at Port Hudson, Louisiana. One of the largest fine paper machines in the world, it covers two city blocks and boosted G-P's total printing paper capacity to 900,000 tons per year.

And now, we are taking another giant step. At a meeting of G-P senior management held early this year the decision was made to install a second Valmet machine at Port Hudson. When it goes on stream in 1988 it will increase our total capacity to over 1,200,000 tons of fine paper per year.

In just 5 years G-P has almost tripled its printing paper capacity.

With the addition of our second Valmet machine (Port Hudson #4), Georgia-Pacific will become the second largest producer in the uncoated printing paper market. And, we're not through yet.

What does all of this mean to you—our customer? For one thing it means that Georgia-Pacific is able to offer you a combination of product and service that sets new industry standards.

1986-910,000 TPY Port Hudson #3

A complete line of uncoated printing paper.

Premium opaques. Safety papers. Publishing grades. Forms bond. Envelope papers. Technical and specialty grades. Our top of the line Hopper Cover and Text. And most recently, our new Spectrum line of offset and copier papers.

What's more, new Spectrum is one of the most heavily *advertised* brands in the entire printing industry. To back up our new products and new capacity, Georgia-Pacific is also offering inventory, stocking, delivery, customer service and marketing programs that are second to none.

1988-1,210,000 TPY Port Hudson #4

A commitment fulfilled.

A few years ago we made a commitment to the industry and to you that Georgia-Pacific would become a major force in the uncoated printing paper market. We've backed this commitment with hard work and cold cash.

Now it's all coming together. And the winner is *you*.

Georgia-Pacific's second Valmet machine at Port Hudson, Louisiana, due on stream in 1988.

Georgia-Pacific

GP

Printing Paper Division
THE GROWTH COMPANY

M•O•N•D•A•Y

Continued

Kent Swanson

need to improve asset management and productivity as well as reducing distribution costs.

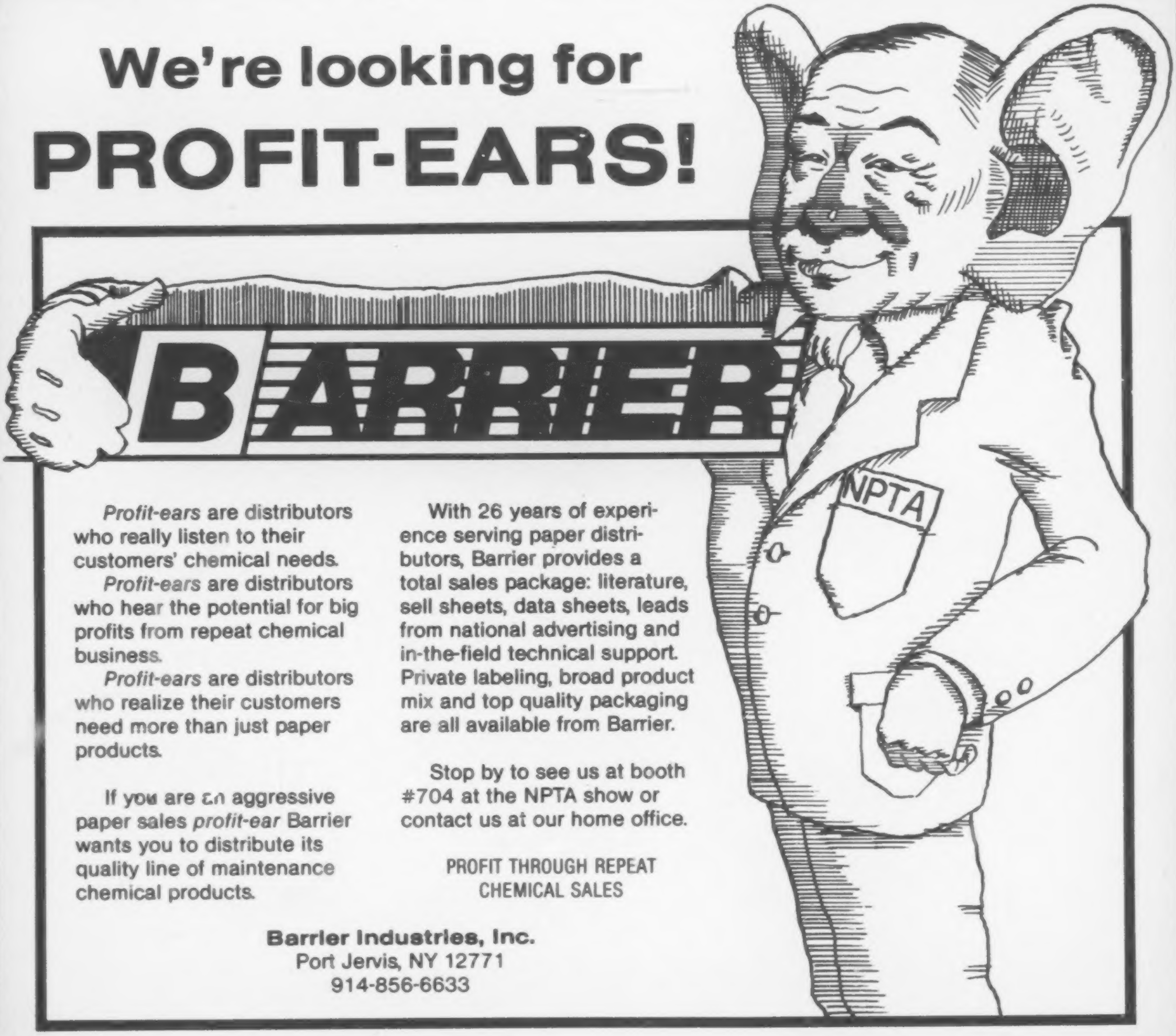
The new marketing possibilities of the '90s must be realized at costs no greater than today, and probably less.

This presentation will share with the audience, for the first time, the results of a landmark study conducted for the Paper And Plastics Education Research (PAPER) Foundation by Arthur Andersen and Co. on how personal computers, telecommunications and scanning technology will be applied to these important management issues.

The impact of other developments in the computing environment such as networks, decision and support systems and artificial intelligence will also be considered.

All executives in distribution, both mill and merchant, will be affected by these developments. They should hear the findings of the most important study ever conducted in the industry.

Steven M. Samek



We're looking for PROFIT-EARS!

Profit-ears are distributors who really listen to their customers' chemical needs.

Profit-ears are distributors who hear the potential for big profits from repeat chemical business.

Profit-ears are distributors who realize their customers need more than just paper products.

If you are an aggressive paper sales *profit-ear* Barrier wants you to distribute its quality line of maintenance chemical products.

With 26 years of experience serving paper distributors, Barrier provides a total sales package: literature, sell sheets, data sheets, leads from national advertising and in-the-field technical support. Private labeling, broad product mix and top quality packaging are all available from Barrier.

Stop by to see us at booth #704 at the NPTA show or contact us at our home office.

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CONVENTION REGISTRANTS ARE WELCOME TO ATTEND ALL MEETINGS (EXCEPT AS NOTED)

T•U•E•S•D•A•Y

9:30 a.m.–
11:00 a.m.

Dennis Zegar

Substance Abuse: Paper People Paths to Failure

Westin Peachtree Plaza
Henry Grady Room
Dennis R. Zegar, Vice President, government service, National American Wholesale Grocery Association
Chairman: John J. Buckley, Jr., President of NPTA

More attention than ever before has been focused on the overriding significance to our society of substance abuse.

There is no faster path for personal and company disaster than substance abuse by any type of company employee. This is a problem that can travel to every part of your firm.

Paper distribution managers are examining the manner in which this concern affects their organization. This important session will discuss in detail issues such as how to recognize the problem, drug testing, employee assistance, union-management cooperation, legal issues and other subjects of concern. A corporate policy and employee communication material will be the cornerstones of all company programs.

Come learn how to keep your employees on the path to success.

1988 IS JUST AROUND THE CORNER!

PLAN NOW TO ATTEND THE NPTA ANNUAL MEETING & PAPER/PLASTICS & ALLIED PRODUCTS EXPOSITION

HYATT REGENCY CHICAGO

September 17–20, 1988

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C1S COVER
SPRINGHILL OFFSET
COATED BRISTOLS
BOND/OFFSET COLORS
COPIER PAPERS
UNCOATED BRISTOLS
SPRINGHILL OPAQUE
WE'VE GOT A LOT TO TALK ABOUT.
International Paper
Let's talk paper

Drop by our hospitality suite at the Westin during the NPTA Convention.

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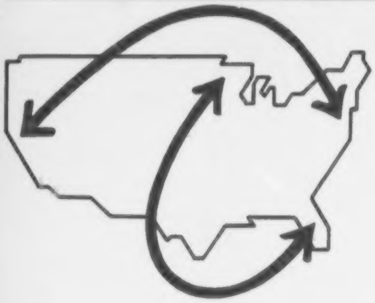
The Recruiting Specialists...

Executive management of paper merchant houses know where to turn when they need help in filling important positions. Specializing in sales, middle management and top executive positions, Professions Inc. can tailor a search program to meet your needs.



Professions Inc. is a 14 year old recruiting firm specializing in the paper distribution industry with emphasis on flexible packaging, fine paper and industrial supplies. Professions has placed over 300 people in these areas since 1981—from New York to California, Minnesota to Florida. 80% of those placed were experienced in the paper merchant trade, the remainder were from manufacturers serving paper merchants.

To find out how you or your firm can benefit from our services contact Carl Coco, Jr., CPC, Executive Vice President or Philip R. Gross, CPC, Vice President.

PROFESSIONS
INC.

4665 CORNELL RD. CINCINNATI, OH 45241 513-530-0909

PUMICE PLUS
PUMICE PLUS
PUMICE PLUS

Go-Jo Industries Introduces New Hand Cleaner at Show

For more than 40 years, Go-Jo Industries has been producing waterless hand cleaners. The company has announced a new addition to their product line—a heavy duty cleaner called GO-JO Pumice Plus, which combines emulsifiers with extra fine pumice. The product will remove grease, tar, carbon black, adhesives and resins. Additional information can be obtained by writing the company at P.O. Box 991, Akron, OH 44309, or calling 800-321-9647. Ohioans can call collect 216-920-8100.

Pollock Paper Appoints Four New Officers

Four new officers were appointed at last spring's annual management meeting of Pollack Paper Distributors, Dallas, TX. The new officers—Thomas Youngberg, vice president - manufacturing; Sanford Jacobs, vice president - operations; Lawrence Pollack III, vice president - marketing; and Louis Cohen, vice president - merchandising— will all serve on an executive committee that will plan for a restructuring of the company. The committee will be chaired by Robert Ennis, executive vice president. Pollack Paper has distributed paper, plastic and allied products throughout Texas for over 70 years.

Gilbert Paper Picks Golden Quill Award Winner

For half a century Gilbert Paper of Menasha, WI, has been running a competition for the best letterhead design. The winner of the 1986 Golden Quill Award was HIJK, a design company in Rolling Hills Estates, CA, whose winning entry was their own letterhead. HIJK stands for the last initials of the four designers who make up the firm: Drew Haygeman, Craig Isobe, Rodger Johnson and Don Kracke, and the winning design consisted of a blind emboss of the initials, each 3/4" high, with the last name of each person printed in a different color next to their embossed initial, with the firm's logo and address printed in a fifth color. The initials are spaced evenly down the left edge of their stationery and along the bottom edge of their envelopes.

The winning design is featured in a portfolio of letterheads called The Best of 1986 that Gilbert released during the summer.

"Hats Off" Promotion From International Paper

To demonstrate the printability, runability and finishing capabilities of Springhill® coated cover, International Paper has produced a new promotion piece called "Hats Off." Four hats—cowboy, crown, jester and fireman—can be cut out, assembled and worn. They are printed in vivid colors and embellished with intricate line work. Springhill is available in 8, 10 and 12 pt., and is ideal for greeting cards, book and brochure covers, direct mail pieces, posters and folders. For a complimentary copy of "Hats Off," contact your local IP merchant.

Form Fit Plastics to Show New Cupcake Trays

A new line of trays for packaging muffins, cupcakes and pastries will be featured at the Form Fit Plastics booth. The trays, as well as a line of lids for aluminum foil and injection molded plastic containers, are made of OPS (Biaxially Oriented Polystyrene), a transparent material which provides protection while displaying the contents of the package.

Helping to man both the company's booth and their hospitality suite in the Westin hotel, will be Norman Thrope, president, David Thrope, national sales manager, Irvin Kotzer, sales representative, Maurice Bishoff, vice president, Lee Bishoff, manager, and Susan Booth, newly appointed customer service representative.

"Our Business Is People. . ."

You've got to treat people the way you want to be treated. At Marcal, we've been working to instill the confidence in our customer that we're fair, honest and dependable. We're proud of that. We believe it's our responsibility to remove obstacles that block good business. We're not going to spend millions to create an image that fuels our own ego. . . Nor will we add unnecessary cost to our product with layers of Management. Our Management team is accessible, and capable of making the decisions that help your business grow. We will continue to run our business by demonstrating that we want yours. Our goal is to satisfy your needs with innovative ideas and aggressive prices. That way you're more profitable. After all. . . profit is what it's all about.

See us at Booth 603-605

Bill Frasher
Vice President
Sales Trade Relations

MARCAL PAPER MILLS, INC.

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1-800-631-8451 (Except NJ)

NPTA Convention News 1987

Private Label Disposable Wipers Available

Mercantile Development, Inc., Bridgeport, CT, has introduced a new family of disposable wiper products under the name PRO-SERIES, consisting of four different types of wipers called Supreme, Champion, Classic and Advantage. They will be marketed as generic, private label brands with the distributor's name and phone number imprinted on each case. For more information, call 1-800-243-2778 or 203-334-8880.

"Drum & Barrel" Labels Now Available From Stock

Brown-Bridge, Kimberly-Clark Corporation, is now making its Drum & Barrel permanent pressure sensitive adhesive labels a stock item. The labels, which are used primarily for product description and warning labels, come in two face stocks: 60# Latex and 80# Texoprint®. The 60-pound Latex is highly flexible and offers high durability and moisture resistance for outdoor storage applications, while the 80-pound Texoprint adds abrasion resistance, as well. In addition to drum and barrel labeling applications, the adhesive also can be used on fiberboard, painted surfaces, metals, polyethylene and other substrates. Drum & Barrel will also continue to be available with a removable adhesive, as a custom item.

IMPORTANT
BROWN-BRIDGE
DRUM & BARREL
LABELING PRODUCT

For futher information or samples, contact your Brown-Bridge sales representative or the Customer Service Department, Brown-Bridge, Kimberly-Clark, 518 E. Water St., P.O. Box 370, Troy, OH 45373.

Betco Announces New Detergent Available

A soap- free hand dishwashing detergent, golden colored and lemon scented, has been developed by Betco Corporation, Toledo, OH. The new product, named CitruSuds, contains the jell of the aloe vera plant, a natural moisturizing agent that soothes and protects the skin.

Sentinel to Introduce New Mailer at NPTA Exposition

A new foam-lined mailer made with Tyvek, a Dupont olefin product, will be introduced by Sentinel Foam Products, Hyannis, MA, at the NPTA's Exposition in Atlanta. The new mailer is rip and tear

Sherri Cup, Inc.

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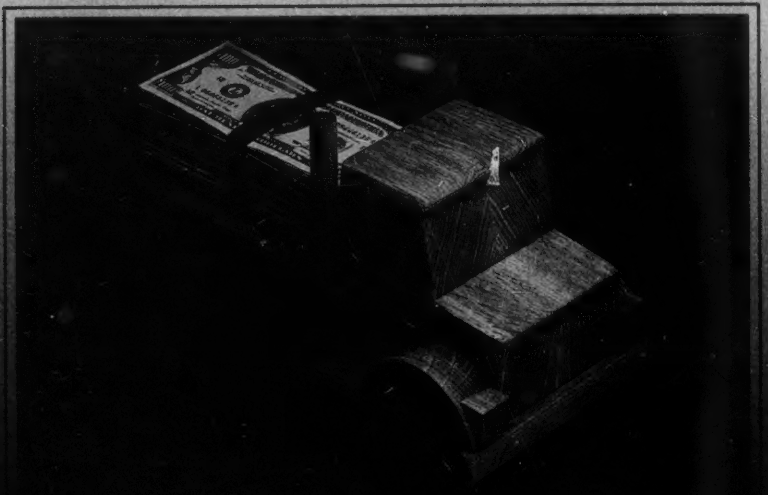

country, providing you regional access to our entire product line. So you can order hassle-free, amalgamating small quantities for quick turnaround, higher turnover and fatter profits.

What's more, we've made it policy *not* to oversell our mills, because we know how backlog delays can force buyers to hedge and over order. Instead, we work together with you and commit to a business plan geared to your forecasted needs. So we keep backlogs consistently low and [illegible]. Period.

CASCADE OD/Xerographic
8½ x 11 WHITE 20 LB. 500 SHTS. 10.00M
CASCADE OD/Xerographic
8½ x 11 WHITE 20 LB. 500 SHTS. 10.00M
X-9000
CASCADE X-9000
8½ x 11 WHITE 20 LB. 500 SHTS. 10.00M
CASCADE OD/Xerographic
WHITE SUB 20
8½ X 11/GL 10 REAMS
10.00 M P1-OD-2201
CASCADE X-9000
WHITE
8½ X 11/GL
10.00 M

free, highly resistant to water and chemicals and virtually tamperproof. It takes to graphics and typography, and, since it weighs only one fourth as much as other mailers, can help save on postage costs.

Sentinel, a division of Packaging Industries Group, Inc., will also be showing the rest of their line of over 200 types of cushioned mailers, specialty mailers and polyethylene foam packaging materials.

SBS Adds A Bright Sparkle To Distributor Sales.

The SBS Total Skin Care Program offers qualified Distributors a premium line of cleansing, protective and medicated products that help keep employee's skin healthy, smooth and radiant-looking.

SBS Products are widely recognized for effectively reducing skin trauma, dermatitis and various occupational infections.

Discover how SBS can provide you with all the Skin Care Products, technical and advertising support needed to make your sales sparkle and profits gleam.

For more details, call toll free: 1-800-248-7190.
In Canada: (416) 743-8853.

The professional's source for total skin care.

SBS®

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Strathmore at Ritz Headed by Gallup

At the 1987 NPTA Convention, Strathmore will unveil its "Special Effects" promotion on Strathmore Writing papers. President John G. Gallup will lead the five person delegation headquartered at the Ritz-Carlton.

Amy J. McDermott has been appointed manager, advertising and sales promotion for the company. She fills the vacancy created when Murray Grant retired.

New Transparency Film for Laser Printers

Laser printers require special products. James River has developed a "Laser Transparency Film" as part of its Pro-Tech Laser Specialty Paper Line. It is designed for generating high-quality overhead transparencies. The company reports that the special coating "minimizes static build-up."

Another addition to the Pro-Tech line is "Laser Icon Parchment," a "rich looking" sheet that is well suited to laser technology for generating letterheads, certificates, announcements, etc.

Nashua's Two Divisions at Convention this Year

During the 1987 NPTA Convention and Exposition, Nashua Corporation will be hosting merchants in a Hilton Hospitality suite that will combine both their Graphic Products Division and the Tape Division. John Barnes will be leading the delegation of nine people.

New Product Sample Available From Sealed Air

Sealed Air Corporation has a new bubble cushioning material called PolyCap® Plus which is made with a light-duty nylon barrier layer to resist air loss, thereby retaining its cushioning properties longer. The product is intended for the protection of semi-rugged, light and medium weight products which have short, predictable distribution cycles. It is available in regular and anti-static grades in 3/16 and 1/2 inch size bubbles, and it comes in

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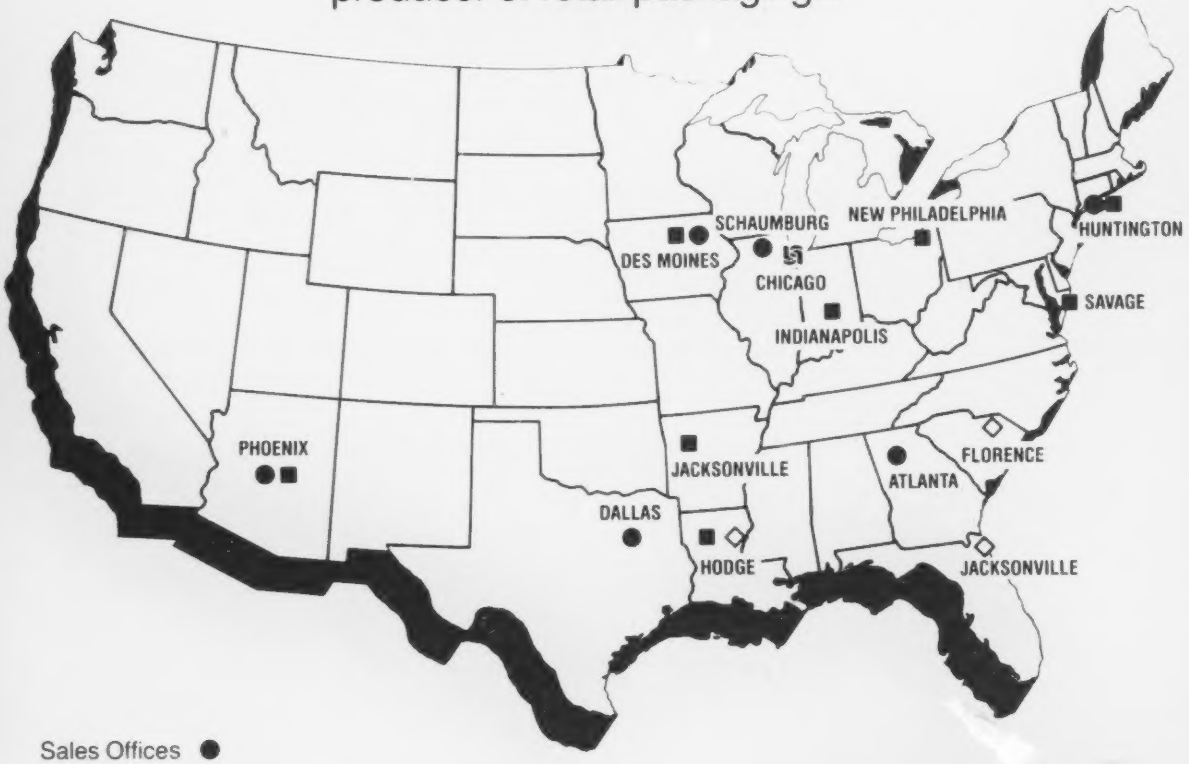
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IQS Innovation Quality Service

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industrial rolls, retail rolls, perforated rolls and sheets.

If you would like to receive a sample of PolyCap® Plus, write to Sealed Air Corporation, Marketing Department, 19-01 State Highway 208, Fair Lawn, NJ 07410 or telephone 201-797 4000.

One Photograph, Six Treatments by Beckett

To demonstrate their newly improved, brilliantly white Hi-White II grade, The Beckett Paper Company has created a set of printed samples featuring a photograph of Havasu Falls in Arizona. The same picture is shown reproduced as a black and white halftone, a duoblack halftone, a duotone, a two-color line conversion, a tritone, and a four-color reproduction. Hi-White II is available in Vellum and Smooth finishes in 70 lb. and 80 lb. text and in matching 65 lb. and 80 lb. cover weights. Coral finish is available in 80 lb. text and cover, and 15 other fancy finishes are available by special order. Your local Beckett merchant can provide a copy of the demonstration packet.

LPS Industries to Introduce Speedy-Pax at NPTA Convention

A lightweight but heavy-duty shipping and mailing envelope called Speedy-Pax will

SPEEDY-PAX
THIS IS A SAMPLE
SPEEDY-PAX ENVELOPE
BY
LPS INDUSTRIES INC.
"The Ultimate Protector"
For All Important Papers, Documents & Merchandise
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Any application where envelope Strength, Durability and Moisture Resistance is required

TABLE COVERS & SKIRTING

Present a clean and colorful table with *Sta-Dri™* Plastic Table Covers & Skirting. Enjoy the economy and convenience of traditional disposable plastic table protection *plus* the quality and service you've come to know and trust.

☐ **Folded Table Covers**
Made of heavy duty embossed polyethylene and individually bagged for hanging. Available sizes are 54 in. × 108 in. rectangular and 84 in. diameter round (round available in solid colors only.

☐ **Rolled Table Covers**
Made of light weight embossed polyethylene and available in two lengths: 40 in. × 150 ft. individually bagged and 40 in. × 300 ft. individually boxed.

☐ **Table Skirting**
Made of heavy duty embossed polyethylene featuring sewn-in pleats. Full size 29 in. × 14 ft. available in 14 of our most popular colors.

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TABLE COVER
TABLE COVER

New colors are introduced continually . . .
contact your sales representative for the most recent additions.

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IF THEY AREN'T BUYING IT FROM YOU . . . THEY'RE BUYING IT FROM YOUR COMPETITOR.

Introducing: The Stock Computer Form. *Computers gobble them up by the ton. How many of your customers are computerized? Who do they buy their computer paper from? It could be you!*

It's a $2 billion market—and growing. *SCM Allied Paper manufactures stock computer forms. We're the #1 supplier of forms sold for resale through distributors. We're well established. Respected by customers and competition alike. And we have a program for aggressive paper merchants who are looking for the right opportunity to get their share of this booming market.*

What can SCM Allied Paper do for you? *We offer you a great product line—the largest selection in the industry—and even better service. We operate ten plants and 32 distribution points. Nationwide. To save you both shipping time and freight costs. We stock more than a quarter-million cartons—in all popular (and many unique) sizes and formats. Turnaround on your orders is virtually overnight.*

Backed by a strong support program. *With SCM Allied Paper you'll get all the help you need to give your customers what they need, when they need it, at affordable prices. Comprehensive product and market data. Free promotional support materials. And more.*

Call us. Toll free. *Ask one of our sales/service specialists to tell you more about profit opportunities in the stock forms market.*

If you plan to attend the NPTA *get all the details, in person, at booth #324-326.*

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The L & C P Corporation invites you to visit our Hospitality Suite at the Marriott Marquis during the NPTA convention. With your help, we've just completed our second successful year as an independent company and continued leader in specialty packaging products, protective masking materials and gummed printing papers. And now we would like to personally thank you for all your support. So please stop in for a little southern hospitality, L & C P style.

L&CP Corporation

156 Oak Street, P.O. Box 95, Newton, MA 02164 (617) 527-4980

be introduced for the first time on the East Coast by LPS Industries Inc., Newark, NJ. The envelope is designed for shipping and mailing of documents, soft goods or any merchandise requiring strong, opaque security-type packaging.

The LPS Industries booth, which will be manned by a full contingent of people headed by J.P. Robinson, company president, will also be displaying the latest developments in Loc-Top® zippered static control bags, Pres-Quick® pressure sensitive envelopes and Vapor Flex® flexible preservation pouches.

New envelopes, new ideas!

Kimberly/Clark to Highlight New Products at NPTA Convention

Kimberly-Clark Corporation's Service and Industrial Sector will be out in force at the NPTA Convention, helping man a hospitality suite at the Atlanta Hilton.

The company has produced a four-color brochure titled "Performance by Design" which describes its full line of industrial wipers, commercial tissue products, industrial garments and cellulose cushioning materials. Among Kimberly-Clark's recent product introductions have been Versatowel™ Plus Wipers, Kleenguard® Limited Use Coveralls, Kimwipes® Wipers and Kaydry® Wipers.

Both Kimwipes and Kaydry Wipers come in dispensers that have an anti-static treated Lintguard® Polyshield, making them especially useful in electronics manufacturing where static discharges can damage products with magnetic properties. Kleenguard Limited Use Coveralls are designed for short-term use such as protecting worksite visitors.

Kimberly-Clark will also continue to support its Partnership Program and the Training Exchange. Through the Partnership Program, the company offers comprehensive seminars, technology updates, sales techniques and facilities visits. Programs offered in the Training Exchange can be customized to the needs of individual distributorships and are conducted at conference centers in their areas.

News Briefs

St-Raymond Paper (1983) Inc., has appointed NPC Communications, South Bend, IN, as their advertising and public relations agency. St-Raymond is a paper mill which specializes in lightweight, colored, uncoated groundwood papers used in advertising and telephone directory applications.

Whitaker Carpenter Paper Company, Elk Grove Village, IL has been appointed the exclusive Chicago distributor for the Dynasty line of papers, a product of Hopper Papers, a division of Georgia-Pacific. It is a new text and cover paper which is embossed two sides with a subtle silk finish, similar in texture to photographic paper and available in 10 colors.

Variety of Shapes and Sizes in Customized Servers

Plastics Inc, a subsidiary of Anchor Hocking, is producing clear or white plastic beverage servers ranging from five-ounce juice servers to 30-ounce tumblers, with either smooth or fluted sides. Plastics Inc. will imprint their Customware line with their customer's names, logos or holiday designs as needed. Many of the pieces are available with lids so that their printed one to four-color designs will be catching people's eyes off premises when they are used in carry out or catering situations.

NPTA Convention News 1987

50 ANNIVERSARY
JB B
Happy 50th Anniversary
J. B.
June 12, 1937
June 12, 1987

J. B. Brame has been going to work at the Brame Specialty Company in Durham, NC, for 50 years. The company recently celebrated the event with lunch and dessert served on, you guessed it, paper plates. The company was founded by J. B.'s father in 1924.

New Samples Packet From Beckett Paper Company

"Beckett Ridge Works!" is the title of a new set of samples featuring an array of creative designs and printing techniques on Beckett Ridge grade. Five new colors have been added to the line, making a total of 10 colors and two whites in 80 lb. cover and eight colors and two whites in 70 lb. book weight. White is also stocked in 80 lb. and 65 lb. cover weights. Copies of the samples packet are available from any Beckett paper merchant.

IVEX Introduces New Products at Exposition

IVEX Corporation, Houston, TX, will be introducing several new clear plastic food service products at the NPTA Exposition. The IVEX nacho tray is a two-compartment container while the salad tray has only one section, but both types of trays can use the same snap-on lid.

Another new product that will be on

ALCAN
hi-klear
Mulco
AMOCO
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PERFECT PAPER TOWELS
PERFECT BATHROOM TISSUE

The Source for over 7,000 . . .

. . . paper, plastic and allied products from the best manufacturers of quality and reliability to wholesalers only; in 14 midwestern states.

All orders for stock items can be shipped on our regularly scheduled truck routes or drop shipments arranged on qualified orders.

Our monthly updated catalog and sales-service hotline provide up-to-the-minute pricing on all products. We serve only the wholesale trade, so we are never competition to our customers.

One phone call to your local AWM Sales Representative or our Sales Service Department is **the source** for all your needs.

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Ask about our DESIGNATED DRIVER PROGRAM
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Coasters by Rixie Paper Products, Inc.
700 Million sold in 1985
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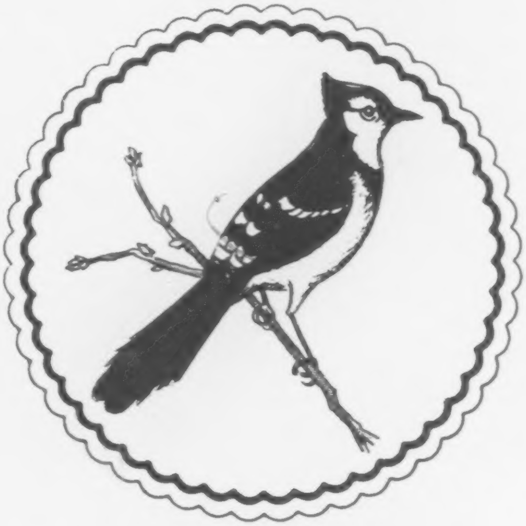
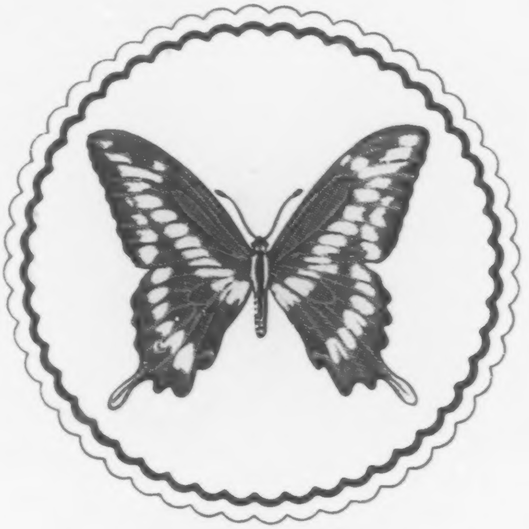
Hotels...Motels...Restaurants...Cocktail Lounges ...Bars...Breweries
Specialty Advertisements for businesses...Resale ...Airlines...Home Use...etc.

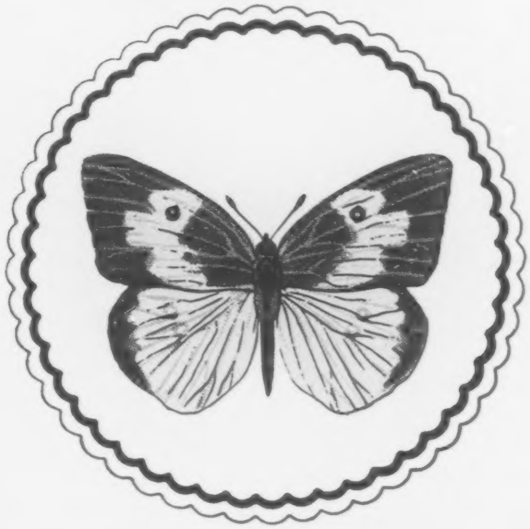
We specialize in the production of high quality, custom designed coasters. We print in single color or up to four colors and offer a wide variety of sizes and special shapes at nominal costs.

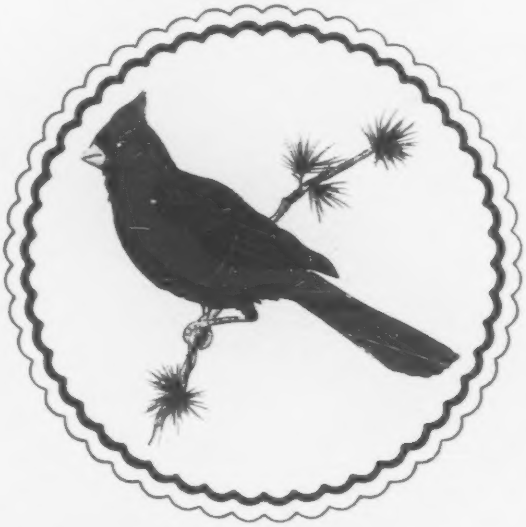
Or, your customer can choose from a selection of over 100 low cost stock items printed on five different papers, each designed to produce a special effect and serve a specific purpose.

The only limitation is your salesman's imagination.









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NPTA Convention News 1987

display is the company's line of Hingeware containers. The hinged lids have a positive locking system to keep them securely closed during transportation. Selectware packaging makes it possible to add various compartmentalized inserts to Hingeware containers in order to accomodate doughnuts, muffins or other food items.

Distributors Appointed for Nocopi Security Papers

Fine Papers, a division of Rolland Paper Corporation, has announced that Seaman-Patrick Paper Company has been given exclusive rights to distribute Nocopi Security Papers in the state of Michigan, and that Gould Paper Corporation has recieved similar rights in the greater New York Metropolitan area. Nocopi has three different papers that give varying levels of protection against photocopying of important documents. For more information about Nocopi Security Papers, write Mr. Jack Selig, Fine Papers, 15 Industrial Park Road, Albany, NY 12206 or phone 800-521-2535 within New York State; 800-367-9174 from the other contiguous states.

Neenah Paper to be Well Represented at NPTA

Michael R. Holcomb, president of Neenah Paper, will be heading a large delegation to the NPTA Convention. The company will be meeting with paper merchants at a suite in the Atlanta Hilton to discuss Neenah's newest products and promotions. Besides Mr. Holcomb, the delegation will include Jim Grosklaus, executive vice president of Kimberly-Clark, Bruce Gilbert, national sales manager and various other marketing and regional managers.

First Annual "Roadeo"

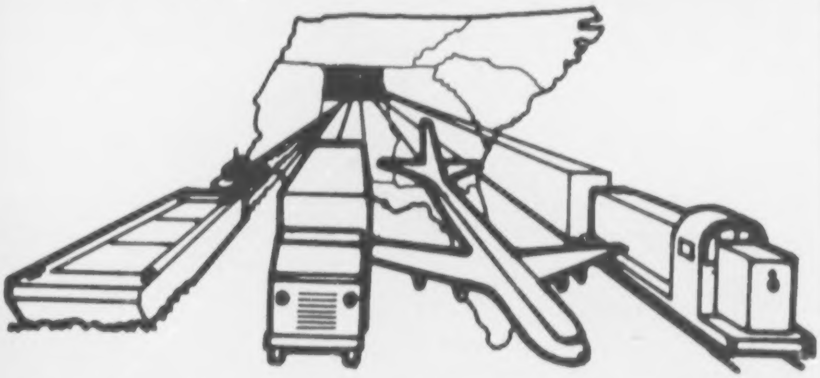
I Supply Company, Fairborn, OH, wholesale distributors of paper, food and cleaning supplies, recently held their first annual truck and forklift driving "roadeo." Sixteen truck drivers and 15 forklift operators competed in the safety promotion by taking written exams and demonstrating their driving skills.

The winners—Doug Arledge, Charles Creech and Steve Bowers—will compete in the national roadeo to be held in Chicago on October 25, 1987 in semi-tractor trailer, straight truck and forklift.

Linweave Promotion Emphasizes Vibrant Colors

Linweave Fine Papers, Inc., Holyoke, MA, has produced a promotional piece for their Mardi Gras line of text and cover papers. The promotion, which will be mailed to graphic designers and ad agencies across the country, includes examples of die cutting, scoring and the four-color process.

ACCESS SUCCESS



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Saxon Of New York
Seneca Paper
Unijax
Unisource
Universal Paper

PCA Converting Companies
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The natural resource.

NPTA Convention News 1987

Williamhouse Sales Corp. Adds Paper Line

Williamhouse Sales Corporation, Ridgewood, NY, has become an authorized envelope converter for Word Pro™ and Whitefield® papers, both produced by The Groveton Division of the James River Corporation.

Word Pro No. 10 envelopes are available in 12 colors, Sub. 20 and 6 colors, Sub. 24 to match Word Pro's cut size papers which are designed for both xerographic and offset reproduction. Whitefield 25% Cotton No. 10 envelopes come in bright white with a light cockle finish, Sub. 24, matching Whitefield's offset-bond sheet. Williamhouse has manufacturing and warehousing facilities in eight states. For additional information call William J. Catallo, vice president, national marketing manager, at 212-691-2000.

See us at Booth 705 at the NPTA

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Carroll Co. Introduces New Solvent Product

Carroll Company of Garland, TX, has introduced EASY UP, a concentrated solvent which redissolves floor finishes rather than just breaking loose the polish from the floor. When used undiluted, its viscous property permits it to cling to vertical surfaces such as baseboards. Because of its low pH formula, the company says, EASY UP leaves almost no residue on the floor surface.

Brochure Pays Tribute to Company's Staff

The Hudson Valley Paper Company, located in Albany, NY, has been a paper merchant to the Northeast and New England for more than a century. It is the largest independently owned paper distributor in the area, selling fine printing and business papers from more than 50 manufacturers.

Hudson Valley Paper is proud of its long history of service to the area, and, to give credit where the company believes credit is due, it has published a four-color brochure called "THE PEOPLE BEHIND THE PAPER." The beautifully illustrated brochure states that, among all the reasons the company has grown in size and reputation over the years, it is the dedicated, well-trained staff of people who work for it that is most responsible for the company's success.

New Whiter White From IP

International Paper Company has replaced Springhill® Opaque's cream white shade

“I feel as proud as the father of twins!”

. . . and in a way, I am! Because Rising Line Marque, the oldest rag laid-finish paper in the industry, now has a twin with a spanking new wove finish. We've named the newcomer Line Marque Writing.

Both papers are identical in every way, except finish. And both are available in rolls, to accommodate today's high-speed business needs.

Thirteen colors—identically matched.

But there's more to business than speed. There's reputation, prestige, style . . . the qualities projected so beautifully through a cotton-fiber paper.

From corporate letterheads to stock certificates to prestigious direct-mail pieces, nothing speaks so eloquently as a fine paper. And with 13 different colors to choose from, nothing speaks more expressively than Line Marque.

So why carry a stockroom full of papers from different sources? Now you can offer the widest range of *identically* matched colors in both a laid and a wove finish — all from one line of papers!

And with all the same qualities . . .

the purity born of clear, artesian well water that has never varied in 60 years of testing . . . the care in manufacturing that produces unparalleled consistency (roll widths *always* fit your machinery, and cut-sheets fit their boxes) . . . and toughness coupled with flexibility.

Line Marque quality also means that anything is possible—foil stamping, blind embossing, engraving, and thermography — without sacrificing continuous feed efficiency.

Look for the twins.

Rising Line Marque (laid finish) — the old world paper with character etched in its face.

Line Marque Writing — the new kid with the timeless appeal of a wove finish.

Together, they're everything you need to give birth to great images.

I'd be proud to send you a kit of samples or, if you prefer, some stock to run on your presses — just drop me a line on your company letterhead.

RISING

Robert E. O'Connor

Robert E. O'Connor
Chairman Of The Board
Rising Paper Company
Housatonic, MA 01236

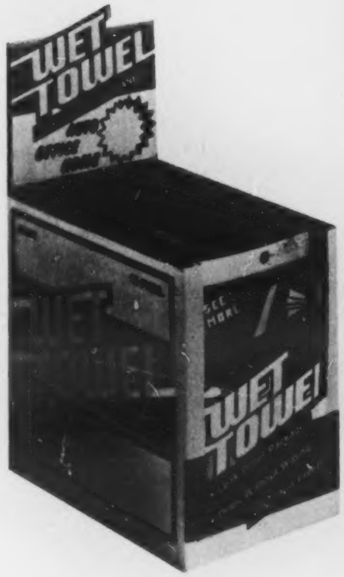
Rising—The Marque Of Quality

Visit the twins at our hospitality suite in the Atlanta Hilton and Towers!

with a new, brighter, whiter, blue-white shade that is said to permit sharper line art, half tones and colors. Show through is minimized, making the sheet ideal for any two-sided printing application such as financial reports, package inserts and direct mail pieces, according to the company. The new paper, which comes in 40#, 50#, 60# and 70# basis weights for text and 65# basis weight for cover, is available from IP's mills at Ticonderoga, NY, and Bastrop, LA.

MDI Introduces New All-Purpose Wet Towel

Mercantile Development, Inc. (MDI), Bridgeport, CT has introduced a new lint free, long lasting wet towel called SEE MORE™. The 12"X12" towel is made of a soft nonwoven fabric and is recommended by MDI for use in autos, homes, offices, boats, RVs, etc. The towels deodorize, disinfect, will not freeze and surfaces cleaned with SEE MORE will dry without wiping. For more information or samples, call Carol Hubbard at 1-800-243-2778.



People in the News

C.E. "Bud" Gottesman is now vice president general manager for Unisource Corporation's Southern Region. Mr. Gottesman has had 30 years experience in the paper industry.

Howard Mostyn-Brown has been appointed product sales manager by Miami Paper Corporation, West Carrollton, OH. Prior to joining Miami Paper, a subsidiary of Pentair, Inc., Mr. Mostyn-Brown had worked for the James River Corporation for 10 years.

Fonda Introduces New Line of Popcorn Cups and Tubs at NPTA Convention

Manufactured from specially tested materials, The Fonda Group's newly expanded line of popcorn cups and tubs will meet the performance requirements of theaters, concessionaires, stadiums,

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PRES-QUICK® pressure sensitive envelopes are stocked in 6 strategically located warehouses across the U.S. for your convenience. We have a team of service representatives eager to support your field efforts. Our envelopes are manufactured and backed by a full staff of quality control and adhesive experts to help solve your toughest applications. With all this and 25 years of reliable and dependable service from LPS Industries, Inc., who would be the better choice than PRES-QUICK®?

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theme parks and fairs. Featuring a "Fresh Hot Popcorn" design, the cups come in 24, 32 and 46 ounce sizes while tubs are available in 85, 130 and 170 ounce sizes. If desired, Fonda will use your own design or a custom design prepared by Fonda's own design staff. For detailed information, samples, literature and pricing, contact your Fonda distributor or call 1-800-451-3250.

New Quarterly Newsletter for Graphic Designers

The Offset Graphics group of the Fasson Specialty Division of Avery International has introduced a new eight-page, magazine style newsletter called *DISCOVERY*. The four-color quarterly publication will be available without charge to graphic designers and those in related creative, production and purchasing functions, and will provide news and information about the changing technology, new product applications and marketing ideas involving pressure-sensitive material. The new publication also carries an announcement of a new Fasson awards program for agency graphic designers to honor quarterly the most innovative creative work printed on any Fasson pressure-sensitive material.

You can receive a copy of *DISCOVERY* by writing Fasson Offset Graphics #4X, 250 Chester Street, Painesville, OH 44077 or by calling 800-443-9379 (outside Ohio) or 800-443-9380 (inside Ohio).

People in the News

Harry A. Baumann, Jr. has retired from The Sorg Paper Company where he had been vice president of marketing.

W. Craig McClelland, president of Hammermill, has been named executive vice president for pulp, coated papers, Hammermill businesses, and quality management of parent company International Paper. John T. Dillon has been promoted to executive vice president for packaging businesses by International Paper.

William L. Goggins is now president and CEO of Wausau Paper Mills, succeeding Richard L. Radt who has been elected to the post of chairman.

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A&E Plastics—A Vertically Integrated Company

A&E Plastics, Industry, CA, has been a producer of disposable food packaging items for over 30 years. The company, a division of Packaging Corporation of America, Evanston, IL, manufactures polystyrene resin, extrudes Biaxially-oriented sheet and thermoforms over 120 different food packages. All these products will be on display at A&E's new corporate display booth at the NPTA Convention and Exposition. Many of the company's top level executives, led by Peter D. Mancuso, vice president and general manager, and Alvin Berke, director of marketing, will be in attendance at both the booth and their hospitality suite at the Marriott Marquis.

F.G. Walker to Head Butler Paper Delegation

Butler Paper, Englewood, CO, is sending several company executives to attend the NPTA Convention. Heading the list is company president F.G. (Mike) Walker. Joining with Mr. Walker will be Richard P. Wales, vice president - marketing; Robert W. Kunde, vice president - western operations; David B. Wessling, marketing manager - fine paper; and Thomas Leech, Jr., marketing manager - industrial paper and sanitary maintenance products. Butler Paper, is a division of Great Northern Nekoosa Corporation, and has 64 stocking locations coast-to-coast.

Supreme Lighting Introduces Fluorescent Reflector Bulbs

Designed for energy savings in recessed and track lighting applications, a new type of bulb called the Compact

1915
Fonda's founder invents the composite paper can.

1921
Fonda® invents the ice cream pail, forrunner to today's food pail.

1950
Fonda pioneers the paper plate industry by introducing off line registered printing.

1957
Fonda prints the first licensed character party plate in history.

1963
Fonda's Firmware revolutionizes paper plate strength.

1987
Fonda's new popcorn tub production captures the theater industry, surprising the giants.

our name keeps popping up

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[redacted]

Fluorescent Reflector Series has been introduced by Supreme Lighting Corporation, Mullins, SC. The screw-in bulbs, which contain a twin tube SL compact fluorescent lamp, have a sealed moisture-resistant housing. The lamps use only one fourth of the electrical energy of equivalent incandescent bulbs and last up to 13 times longer, as well. They will be on display at Supreme Lighting Corporation's booth at the Exposition.

Marvel Lighting Provides New Display Rack

A new three foot wide metal display rack is now available free of charge to qualified distributors of Marvel Lighting's long life bulbs. The rack is designed to hold a wide variety of the Fort Lee, NJ, bulb manufacturer's products, including four foot fluorescents.

MARVEL LONG LIFE
LIGHT BULB CENTER

Strathmore Introduces New Paper

Writing Text, designed as a companion to Writing and Writing Cover Bristol, is the latest paper from Strathmore. It will come in both a Wove finish and Laid, and will be available in all the colors of Writing.

To demonstrate the new paper's design potential, a promotional piece called "Extensions" has been produced, showing how well the paper takes to halftones, four-color photography, color-on-color design and illustrations, thus demonstrating its suitability for annual reports, catalogs and brochures and direct mail pieces.

Springprint has Incentive Program

A Christmas incentive program for sales people has been kicked-off by the Springprint Division of Marcal. New holiday designs have arrived for placement-napkin ensembles. For more details, contact Springprint at booths 601-603.

Barrier Hates Rust

The "Great American Rust Converter" has been developed by Barrier Industries which converts rust into a "permanent, paintable, hard black coating." Visit booth 704 and talk with company president Harvey Wasserman about it and other chemical products in their line.

Scott's Lippincott Receives Award

At the 68th Annual International Management Conference put on by the Paper Industry Management Association

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RL8845

(PIMA), recognition was given to Philip E. Lippincott for his leadership. He was named "1987 PIMA Man of the Year." His record of achievement at Scott is outstanding.

Since 1982 when Lippincott took over as Scott's CEO, the company has posted a 42% increase in sales, a 169% increase in income with earnings up 200%.

Fonda Strengthens Position in Marketplace

Fonda is making its mark, the company reports, though its addition of Mulco Industries and National Cup Company. New manufacturing equipment has also been installed at its Williamsburg, PA plant. "These actions have been significant steps in our long range program to reinforce and enlarge Fonda's position in major cup markets," said Albert C. Lasher, Fonda's chairman and CEO. He and 10 other company representatives will be on-hand at the NPTA Convention.

FOX
RIVER PAPER

New bags from Fox River? Yes! The printing paper manufacturer now has illustrated plastic bags that they are using to promote the company and carry samples. Watch for them!

Ingram Receives Award

Motorola is supplied with more than 100 different paper products from Ingram Paper Company. At a recent ceremony in Phoenix, AZ, corporate executives from Motorola gave Ingram their "Vendor of the Year Award" for quality and excellence in service.

Penntech Hosts Merchants at Hyatt

Penntech Papers will be represented at the Hyatt Regency Atlanta by a delegation of six members. The group will be led by Jack Dodge, VP marketing.

"Have A Bite" with Genpak Today

A large, three-compartment carryout container has been added to Genpak's product mix. The slogan "Have A Bite" has been inscribed on it and the company reports that it fits in with their "Have A Nice Day" trays.

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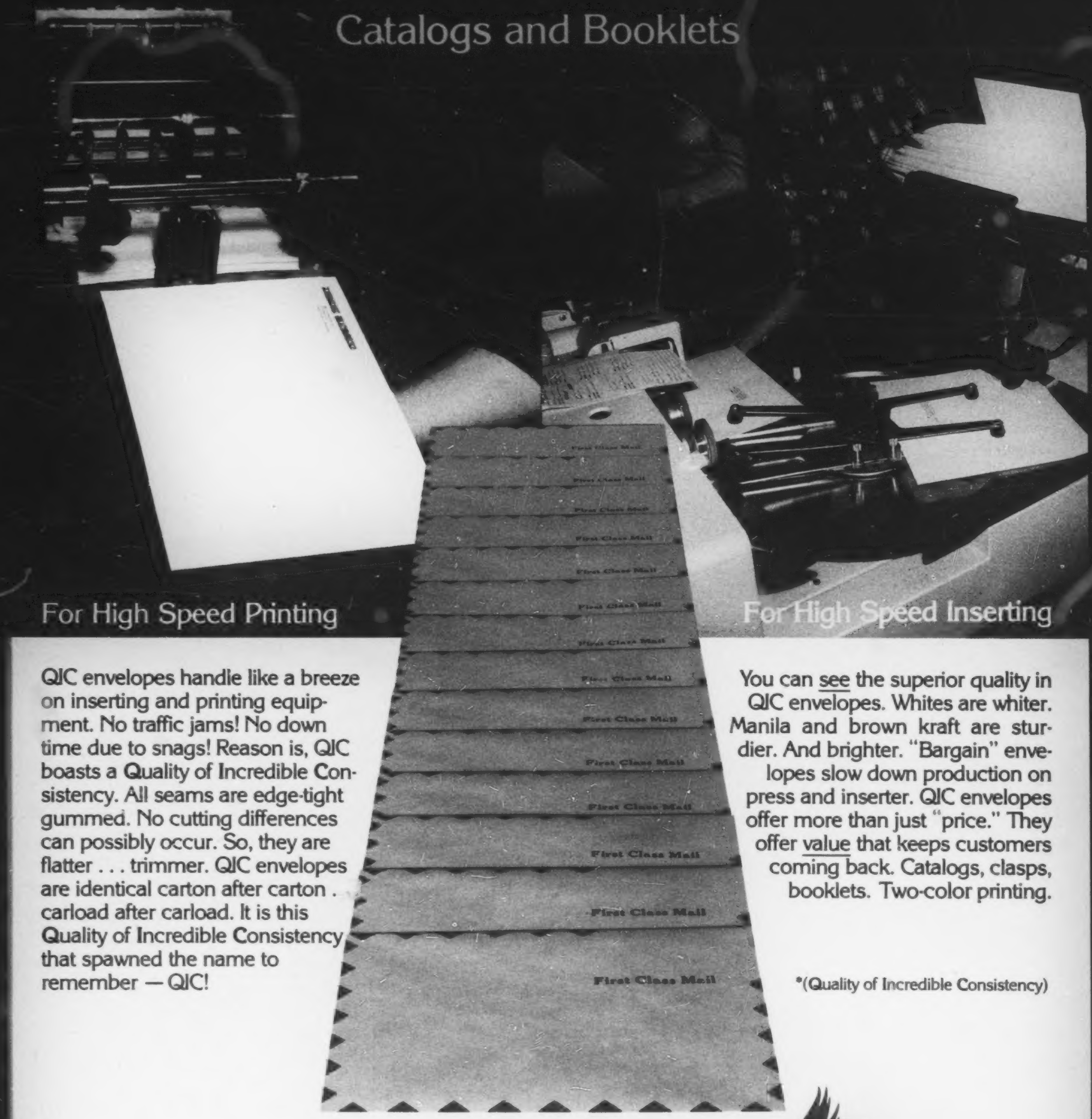

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You can see the superior quality in QIC envelopes. Whites are whiter. Manila and brown kraft are sturdier. And brighter. "Bargain" envelopes slow down production on press and inserter. QIC envelopes offer more than just "price." They offer value that keeps customers coming back. Catalogs, clasps, booklets. Two-color printing.

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National Envelope Corp./South, Austell (Atlanta), GA • National Envelope Corp./Midwest, Lenexa, KS

NPTA Convention News 1987

Domtar Names Five to Top Posts

Domtar Fine Papers recently expanded its commitment to the U.S. paper merchant business by naming five executives to newly created positions. Thomas G. Derouin was appointed vice president sales/marketing, John C. Miller was named market development manager and Philip J. "Bud" Beichert was promoted to sales manager. Also named to new posts were Geraldine Connolly as customer service coordinator and William A. Hamlin as New England sales representative.

CPI continues to advance in the paper industry. Desktop publishing has been linked to the "Paper Tiger" software package to generate a highly professional pricebook with laser printed copy and graphics. These new developments will be unveiled at the Convention.

New dispenser makes it easy. After-Pumps, by IFC Nonwovens, Inc., makes it a pleasure to use their wet wipes because of the unique "Dispensa-pouch™." The product is designed for touch hand cleaning jobs, especially after pumping gas.

Practical Papers for Creative People.

You know people like a choice. Not just in the paper industry—in any business. And you probably know creative people demand a choice. That's why at Fox River Paper we give you many choices.

In our Circa line of bond, cover and text you can choose either a quality laid finish, a smooth surface for easy running, or linen. All in a variety of colors and weights.

To our Fabrica bond and cover we've made some colorful additions—Broadcloth Blue, Cord Clay, Damask Rose and Periwinkle. Now you have more colors to choose from when selecting a quality cotton content paper.

For non-impact printers we have Technaclear. It's the brightest cotton content paper available for copiers.

So when you think paper, think of Fox River—the practical choice. We'd like to see you at NPTA. Stop in and we'll show you paper for practically every purpose.

Come in and see Harold Ellsworth, Oakie Sallee, Mike Purdo, Gene Shannon & Pattie Wier at the Atlanta Hilton Hotel and Towers.

Fox River Paper Co.
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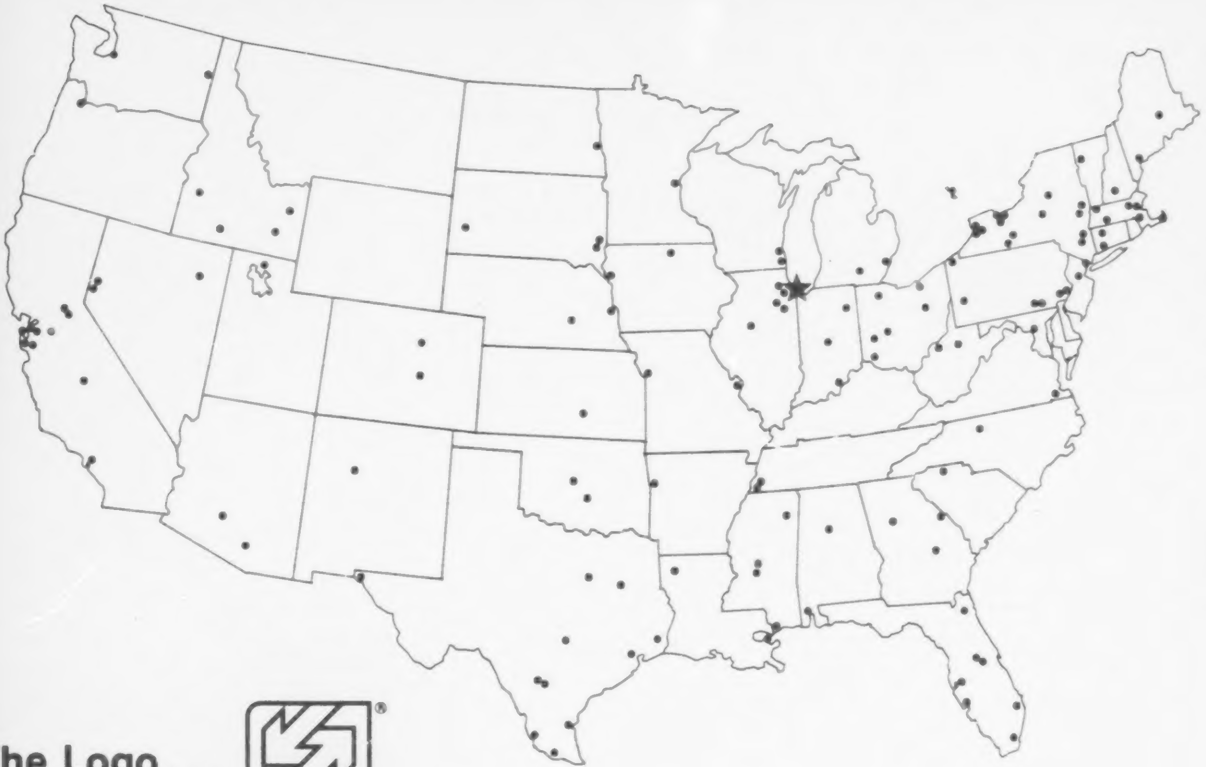
NETWORK SERVICES COMPANY



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Ride Our Transcontinental Connection into the Golden Age of Distribution!

1869. Promontory Point, Utah. A golden spike is hammered home and the world cheers. America is finally on track. The Union Pacific and Central Pacific railroads unite America with a sea-to-shining-sea ribbon of rail. A new era of opportunity and prosperity is born.

1987. Dayton, Ohio. No golden spike. Just pen on paper. Yet the result is the same. Two paper industry pacesetters fuse together into a dynamic, new transcontinental connection. For American paper makers and industrial supply manufacturers, there is now a new, fast track to nearly everywhere – a superior, streamlined system able to move products efficiently and economically into most major markets in the nation.

The merging paper merchants are Mead Merchants and the Zellerbach Paper Company – now united under the single banner of the Mead Distribution Division. With 74 distribution centers across the nation, millions of square feet of modern warehousing, and a delivery fleet second to none, Mead Distribution is now among the largest entities of its kind – a coast-to-coast wholesale paper distribution network serving both the printing and packaging industries.

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NPTA Convention News 1987

United Paper to Announce Expansion Plans at NPTA

United Paper, Inc., Sturgis, MI, will release information about its expansion plans to the paper merchants who visit the company's hospitality suite at the Atlanta Hilton. United Paper, an independent converter currently serving the Midwest area, is encouraging paper merchants from the Western states to visit their suite (the company's theme is "Thanks to You We're Growing... Bringing the United Paper Difference to the West"). United Paper's president Terry Mildenberg emphasizes the fact that the company sells only to paper merchants and never sells to printers. For more information, write to Charlie Schmidt, national sales manager, United Paper, Inc., 1 United Drive, Sturgis, MI, or telephone 1-800-542-2722.

Qantel Shows Large Revenue Gain in Fiscal '87

Mohawk Data Sciences Corporation, a major supplier of computers to the wholesale paper products industry, reported earnings of $8,687,000 for the fiscal year which ended April 30, 1987. The company's restructuring program, which was completed a year earlier, resulted in revenues dropping from $236,720,000 to $88,024,000. However, Qantel, the company's main operating unit, had revenues of $76,240,000 compared to the previous year's figure of $67,722,000.

Eastern Bag & Paper Occupies New Facility

Eastern Bag & Paper Company has moved its headquarters from Bridgeport, CT, to a new 168,000 sq. ft. warehouse/distribution facility in Milford, CT. The new building, which will stock over 7,000 sku's, has 17 truck bays and 28 ft. ceilings as well as a large staging area which will permit advance bulk picking of large shipments. The operation of the new warehouse/distribution center is controlled by an IBM System 38 computer. The company will continue to maintain its showroom and pick-up center in Bridgeport.

Karolton Envelope Wins Advertising Award

Karolton Envelope, Miamisburg, OH, part of the Kimberly-Clark Corporation, has won the Hermes Award of Excellence in a contest sponsored by the Dayton Advertising Club. The contest covers 13 major categories, and Karolton's winning entry was in the Sales Promotion category under Sales Kits/Dealer Aids.

The winning entry was a three-panel folder designed by Ralph Mantia of Zebra Commercial Art Studio in Dayton. Two of the three panels displayed envelopes while the third panel contained paper swatches showing the range of colors of CLASSIC® Linen Writing and Text colors along with a chart listing envelope sizes and substance weights.

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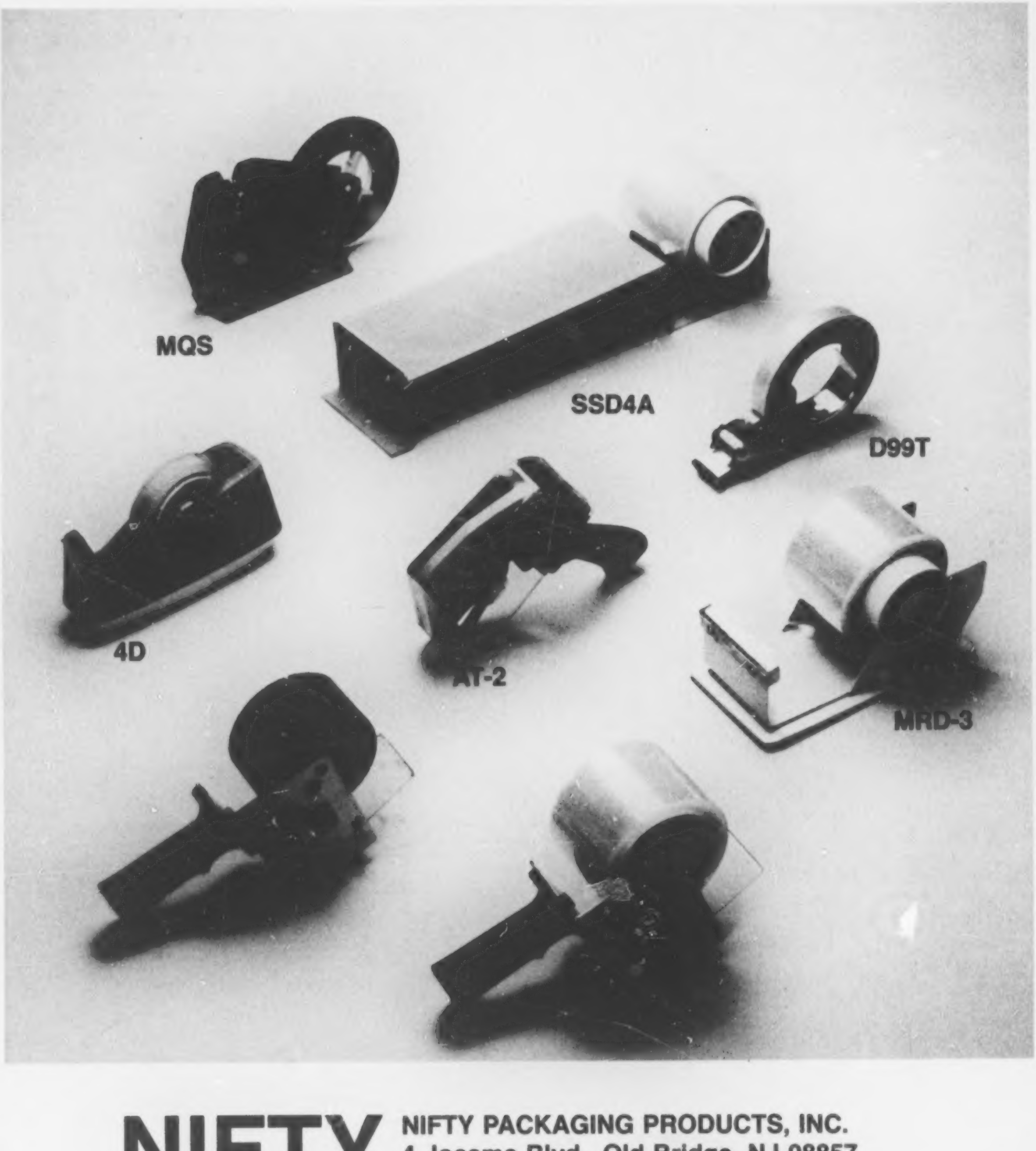

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Manufacturer of Shipping Room Supplies

"Paper People Paths To Success"

Official Guide

Exposition Floor Plan Page 122

- ▶ Coffee & Donuts—Sponsored by the exhibitors—on the exposition floor. Monday 8:30 a.m.-10:00 a.m.
- ▶ Largest show in NPTA history! 304 booths
- ▶ New! Masterlist of all suppliers in attendance: P. 116
- ▶ Don't miss seeing these *new* exhibitors

Paper/Plastics & Allied Products Exposition Hours

In the Apparel Mart, Atlanta, GA

Saturday
Sept. 19: 10:00 a.m.–5:00 p.m.
Sunday
Sept. 20: 11:30 a.m.–5:00 p.m.
Monday
Sept. 21: 8:30 a.m.–12:00 Noon

List of *New* Exhibitors

Company	(Booth #)
Adams Business Forms	(118)
AEP Industries Inc.	(103)
Amcel Corporation	(421)
American Fiber-Velope Mfg. Co.	(104)
Amrep, Inc.	(909)
Anchor Industries	(830)
Betco Corporation	(439)
Carthage Cup Company	(321)
Cascades Industries	(438)
Certified Investments	(107)
Cordage Packaging	(421)
Cotto-Waxo Company	(221)
Creative Concepts	(928)
The Deleone Corporation	(131)
Delta Plastics Corp.	(113)
Dexide, Inc.	(330)
Eco-Line, Division of Ecolab, Inc.	(804)
Efficient Data Processing	(915)
Fana, Inc.	(910)
First Impressions	(121)
Gold-Data	(844)
Glitterwrap, Inc.	(220)
Hollywood Ribbon Ind., Inc.	(122)
Kole Industries	(114)
Label America	(237)
Macapla Corporation	(231)
Mansfield Paper Box Company	(832)
Mercantile Development, Inc.	(742)
National Distributors, Inc.	(1004)
National Poly Products	(1002)
North Alabama Industrial Development Assn.	(218)
C.M. Offray & Sons, Inc.	(832)
Press-On Products, Inc.	(110)
Protecto, Inc.	(440)
Qualitad	(812)
I. Schneid, Inc.	(539)
Saf-T-Cote Division of Trojan, Inc.	(128)
Scicom Data Services, Ltd.	(545)
SQP Inc.	(906)
Standard Cap & Seal	(320)
Stone Container Corporation	(428)
Supreme Lighting Corporation	(211)
Table Mate Products, Inc.	(748)
Time Products/Apollo Industries, Inc.	(814)
Trans Tech Services, Inc.	(808)
Unger Enterprises, Inc.	(909)
United Plastic Products	(224)
U.S. Profiles Corporation	(923)
Venture Packaging Inc.	(105)
Ward Paper Company	(125)
Williamhouse Sales Corp.	(706)
Zephyr Manufacturing Company	(917)

Master List of NPTA Suppliers

All industry suppliers participating officially in the 1987 NPTA Convention and Exposition are listed here with their booth numbers and/or hospitality suite hotels. The numbers listed are BOOTH numbers, not *hotel room numbers.*

Company	Suite/Booth
ABC Compounding, Inc.	**208**
Adams Business Forms	**118**
ADCO Specialties	**109**
A&E Plastics, Inc.	**Marriott/425**
AEP Industries, Inc.	**103**
Affiliated Paper Companies	**Westin**
AGP/Gentech Inc.	**Marriott**
Alcan Foil Products	**Marriott/817**
Alliance Rubber Company	**827**
Alumax Foils, Inc.	**Marriott/924**
Amcel Corporation	**Hyatt/421**
American Fiber-Velope Mfg. Co.	**104**
American Paper Conv. Daily	**Hyatt**
Americo Mfg. Company, Inc.	**428**
Ametek Microfoam Division	**Marriott**
Amko Plastics, Inc.	**Westin/901**
Amoco Foam Products Co.	**Marriott/743**
Amrep, Inc.	**908**
Anchor Industries	**Westin/830**
Appleton Papers Inc.	**Westin**
Armin Poly-Version, Inc.	**526**
Artco Converters	**435**
Atlantic Mills, Inc.	**810**
BDF Tesa Corporation	**Hilton**
Badger Paper Mills Inc.	**Westin**
Bagcraft Corporation of America	**Westin/505**
Barrier Industries, Inc.	**704**
Bay West Paper Company	**Hyatt/129**
Beach Products	**1003**
Beckett Paper Company	**Ritz**
Bedford Plastics, Inc.	**834**
Beier & Company	**524**
Berwick Industries	**Marriott/401**
Betco Corporation	**439**
Better Packages	**Westin/501**
Boas Box Company	**711**
Boise Cascade Corp.	**Hilton**
Boise Cascade, Missisquoi Div.	**Hilton**
Boxit Corporation	**Hilton**
Brown Paper Goods Co.	**Hilton**
Bulkley Dunton & Co.	**Hilton**
Bulman Products, Inc	**303**
CPI, Inc.	**Westin/310**
CPL Industries	**912**
Capital Poly Bag Inc.	**Hyatt**
Carroll Company	**712**
Carson Collection	**Hilton**
Carthage Cup Company	**Hyatt/321**
Cartiere Artoro Sottrici	**Marriott**
Cartiere Fedrigoni & C.S.T.A.	**Hilton**
Cascades Industries	**Westin/438**
Cellucap Mfg. Company	**734**
Central Paper Company	**Westin**
Century Packaging, Inc.	**905**
Certified Investments	**107**
Champion International Corp.	**Ritz/305**
Chicopee	**606**
Clark Paper Converting Corp.	**825**
Clear Shield National, Inc.	**Marriott/313**
Ben Clements & Son, Inc.	**900**
Climax Mfg. Company	**Westin**
Coastline Packaging, Inc.	**544**
Comet Products, Inc.	**Marriott/533**
Comfort Sanitary Products, Inc.	**907**
Commodore Foam Products	**127**
Consolidated Papers, Inc.	**Hyatt**
Continental Bondware	**Westin**
Continental Extrusion Corp.	**800**
Cordage Packaging	**441**
Cottingham Paper Company	**Westin**
Cotto-Waxo Company	**221**
Creative Concepts	**926**
The Crowell Corporation	**Marriott/714**
The Crystal Tissue Co.	**Marriott/431**
Cyklop Strapping Corp.	**427**
Dart Container Corporation	**Hyatt/630**
Decker Tape Prods. Co., Inc.	**914**
Decorated Papers	**Hilton**
The DeLeone Corporation	**131**
Deltapaper Company	**Hilton**
Delta Plastics Corporation	**113**
Devon Tape Corp.	**Hilton**
Dexide, Inc.	**330**
Disco Company	**Westin**
Dispoz-O-Plastics Corp.	**Hilton**
Distribution Resources Co.	**100**
Dixie Bag Co./Hi-D Corp.	**Hyatt**
Dixie Marathon	**Hyatt**
Domtar Industries Inc.	**Westin**
Douglas Stephens Plastics, Inc.	**538**
Drackett Products Company	**504**
Druth Packaging Corp.	**Hilton**
Duni Corporation	**Westin/807**
Duro Bag Mfg. Company	**Westin/620**
Eastern Fine Paper	**Westin**
Eco-Line, Div. of Ecolab Inc	**804**
Econoco Corporation	**Ritz/617**
Eddie Goodman Company, Inc.	**309**
Efficient Data Processing	**915**
Ekco Products	**Westin/1007**
EPCO, Inc.	**1005**
Equality/Stribbons	**740**
Erving Distributor Products/G-P	**Westin/532**
Fabian Taping Dispenser Corp.	**731**
FANA, Inc.	**910**
Fasson Specialty Division	**Hilton**
Federal Paperboard Company	**Marriott**
Finch Pruyn & Co.	**Westin**
First Impressions	**121**
Flower City Tissue Mills	**Westin**
The Fonda Group	**716**
Fonda Cup & Container Group	**Marriott**
Foodservice & Packaging Institute, Inc.	**124**
Forman Inc.	**Hilton**
Form Fit Plastics	**Westin/925**
Forster Mfg. Co., Inc.	**529**
Fort Howard/Sweetheart	**Hilton**
Fortune Plastics Inc.	**Hyatt**
Fox River Paper Co.	**Hilton**
Franklin Disposables, Inc.	**Marriott/705**
Fraser Paper Ltd.	**Hilton**
Freeman Paper Company	**Marriott/1010**
French Paper Company	**Hyatt**
Frontier Paper Inc.	**Hilton**
Frosty Acres Brands	**Hilton**
Gallos/Diamond Plastics	**Hilton/840**
General Plastics Corp.	**Hilton/429**
Genpak Corporation	**Marriott/738**
Georgia-Pacific Corp.	**Hyatt/Island 625**
Gift Sales Company	**624**
Gilbert Paper Company	**Hilton**
Gilman Paper Co.	**Hilton**
P.H. Glatfelter Co.	**Hilton**
Glenmark Industries	**Ritz/424**
Glitterwrap, Inc.	**220**
Go-Jo Industries, Inc.	**916**
Gold-Data	**644**
G.B. Goldman Paper Co.	**Hyatt**
Hammermill Paper Company	**Ritz**
Handy Wacks Corporation	**Hyatt**
Heritage Bag Company	**Hilton/710**
Hilex Poly Co., Inc.	**Marriott/528**
Himolene	**Hyatt/739**
Holland Mfg. Company	**Marriott**
Hollywood Ribbon Ind. Inc.	**122**
Hospital Specialty Company	**700**
Impact Products	**108**
Imperial Cup Corporation	**608**
Indiana Carton Co., Inc.	**527**
Inline Plastics Corporation	**Hyatt/216**
Inopak, Div. Essex Chemical	**Hilton/119**
International Paper Company	**Westin**
Intertape Systems, Inc.	**Hilton**
Ipac, Inc.	**Hilton**
I.R. Industries, Inc.	**645**
IVEX Corporation	**Hyatt/929**
James River Away From Home	**Island 201**
James River-Groveton Div.	**Hilton**
James River-KVP Group	**Hyatt**
James River-Merchant Paper Sales	**Hyatt**
Jet Plastica Industries	**Westin/200**
Jiffy Packaging	**Hyatt**
Kaiser Aluminum & Chemical Corp.	**120**
Kaiser Packaging Co.	**Marriott**
Keystone Adjustable Cap Co., Inc.	**805**
Kieffer Paper Mills Inc.	**Hilton**
Kimberly-Clark, Brown- Bridge	**Hilton**
Kole Industries	**Marriott/114**
Kramer & Cramer Papers Inc.	**Hilton**
L&CP Corporation	**Marriott**
LPS Industries Inc.	**317**
Label America	**227**
R.J. Lachman, Inc.	**316**
Laminations Corporation	**607**
Leader Cards, Inc.	**Hyatt**
Linpac Flexible Packaging	**Hyatt/542**
Linweave Fine Papers	**Hilton**
Lockwood Association, Inc.	**434**
Longview Fibre Company	**Hyatt**
Lyons Falls Pulp & Paper Co.	**Westin**
3M Tape & Automotive Products	**525**
3M Company-TAD Group	**Westin**
Macaple Corporation	**231**
Mack-Allied/Mack-Chicago Corp.	**643**
Manufacturers Reps of America, Inc.	**130**

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"Competition is stiff enough without having to sell against your own lines in the same marketplace. That's one of the reasons we carry Bay West. Their selective distribution policy keeps my profitability at a very fair level — there's no price trenching to compete with other Bay West distributors for the same customers. I can concentrate on improving our sales activity instead of worrying about my competitors."

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Company	Suite/Booth
Mactac (Morgan Adhesives Co.)	Hyatt
Marcal Paper Mills, Inc.	Marriott/601
Marsh Stencil Machine Co.	513
Marvel Lighting Corporation	801
Maryland Paper Box Co.	933
Maryland Plastics Inc.	Hyatt/702
Mayan Converting Inc.	Hilton
Mead Paper Corporation	Ritz
Medical Disposables	206
Mercantile Development Inc.	742
Midtec Sales Corporation	Hilton
Midwest Film Corporation	701
Millhiser Inc.	Hilton
Mobil Chemical Company	Marriott/Hilton/517
Mohawk Paper Mills	Marriott
Monadnock Paper Mills	Westin
Moser Bag & Paper Co.	732
Mulco Industries	217
D. F. Munroe Co.	Westin
Mutual Paper Company	819
Nashua Corporation	Hilton
National Distributors, Inc.	1004
National Paper Trade Association	Registration Area
National Poly Products	Westin/1002
Nationwide Papers Inc.	Ritz
Nekoosa Papers Inc.	Westin
Newton Falls Paper Mills	Marriott
New York/National Envelope	Marriott
Niagara Envelope Company	Westin
Nice- Pak Products	911
Nifty Packaging Products	638
N. Alabama Ind. Dev. Assoc.	218
Nyman Mfg. Company	Mariott/503
Odyssey Packaging Inc.	649
C.M. Offray & Son, Inc.	832
Old Colony Envelope Co.	Ritz
Omega Plastics Corporation	Westin/115
Packaging Products Inc.	Hyatt
Paper Complaints Inc.	Hilton
Paper Corp. of America	Ritz
Paper Factory Inc.	Hilton
Paper Manufacturers Co.	Westin/225
Paper Sales Magazine	Hyatt
Paper Sources International	Hyatt
Papierfabrik Scheufelen	Hilton
Peacock Products	Hilton/228
Penntech Papers Inc.	Hyatt
Pentair Inc.	Hyatt
Perez Trading Company	Hilton
Pioneer Gift Wrap	Marriott/709
Plastics Inc.	626
Plymouth Rubber Company, Inc.	611
Polar Plastics Mfg. Ltd.	Hilton/813
Polyplast Group, Inc.-United Brands	318
Polyvinyl Films Inc.	Marriott/614
Potlatch Corporation	Hyatt
Prairie Packaging Inc.	Hilton
Pres-On Products, Inc.	110
Primepak	Hilton/920
Printwrap Sales Inc.	913
Protecto Inc.	440
Qualitad	812
Regal Poly- Pak	Hyatt/604
Rexford Paper Company	223
Reynolds Metals Company	Hilton
Ris Paper Company	Marriott
Rising Paper Company	Hilton
Rixie Paper Products Inc.	Hyatt/745
Roadnet Technologies, Inc.	707
Robbie Manufacturing, Inc.	Westin/919
Rochester Midland Corporation	640
Rockwell Chemical, Inc.	543
Ryder Truck Rental, Inc.	747
Sabert Corporation	Hyatt
Saf-T-Cote Div. of Trojan, Inc.	128
Sandusky Plastics, Inc.	811
Sanek International Inc.	918
San Jamar, Inc.	323
SBS Products, Inc.	642
SCM Allied Paper Inc.	324
SQP Inc.	906
S.B. Schmidt Paper	Hilton
I. Schneid, Inc.	939
Scicom Data Services, Ltd.	545
Scott Paper Company	Westin/Island 409
Sealed Air Corporation	Marriott
Sealright Company Inc.	600
Sentinel Bag & Paper Co.	Hilton
Sentinel Foam Products	Hyatt/838
Shade Information Services	Westin
Shamrock Gift Wrap	328
Shamrock Gravure Products Inc.	Hilton
Shar Lee Packaging-Eurobags	927
Sherri Cup Inc.	808
Shuford Mills, Inc. Special Prod. Div.	842
Shuford Mills, Inc. Tape Div.	430
Simon Miller Sales Company	Westin
Smith-Lee Company	Hilton
Solo Cup Company	Westin/420
Sorg Paper Company	Hilton
Southern Champion Tray Co.	1000
Special Papers Inc.	Hyatt
Springprint/Medallion Div.	605
St. Claire Pakwell Mfg., Inc.	744
Standard Cap & Seal	320
Standard Paper Software Mktg.	1008
Star Forms Inc.	Hilton
Sterling Paper Company	Marriott/509
Stevens & Thompson Paper Co.	Marriott/1006
Stone Container Corp.	Marriott/426
Strathmore Paper Company	Ritz
Structured Computer Systems, Inc.	647
Supreme Lighting Corporation	211
Supreme Poly Products, Inc.	222
Surrey Industries	322
Sweet Paper Sales	Westin
TA Industries Inc.	Hyatt
Table Mate Products, Inc.	748
Tagsons Papers Inc.	Marriott
Tape Inc.	Marriott
Texize Div. Dow Consumer Prods.	639
Thompson Industries	Hilton
Time Products/Apollo Industries	814
Trans Tech Services, Inc.	806
Trebor Pulp & Paper Co.	Hilton
Unger Enterprises, Inc.	909
Union Camp Corp.	Ritz
UniSet, Inc.	226
The United Group	Hilton
United Overseas Intl. Inc.	126
United Paper Inc.	Hilton
United Plastic Products	224
Universal Business Systems, Inc.	541
U.S. Borax & Chemical Corp.	616
U.S. Packaging Company	Hilton
U.S. Profiles Corporation	923
Venture Packaging Inc.	106
Walden Mott Corporation	Westin
Ward Paper Company	125
S.D. Warren Co.	Hilton
Wausau Coated Sales Inc.	Hyatt
Webster Packaging	Hyatt/Island 831
Webster Industries	Marriott/Island 831
We Package It	210
Western Paper Products Inc.	Hilton
Byron Weston Company	Westin
Weyerhaueuser	Ritz
White & Hodge Company	Hilton
White Mop Wringer Company	633
Wilder Industries	Westin
Wilkinson Manufacturing Co.	Marriott/733
Williamhouse Sales Corp.	Marriott/706
Winchester Carton Corp.	539
Wisconsin Converting Inc.	Hilton
Wisconsin Tissue Mills, Inc.	Hilton
Zephyr Manufacturing Company	917

Last Minute Additions

Diamond Plastics Corp.	Hilton
G-P/Erving Distributor Products	Westin/532
Gordon Paper Co.	Hyatt
Labelblank Corp.	Hilton
Permacel Tape	Hilton
WWF Paper Corp.	Hyatt

Visit the NPTA Booth in the Convention Registration Area

There is a wealth of important management information available to help you operate your businesses more efficiently, productively and profitably!

See the latest programs that will benefit your company directly.

● Books ● Publications ● Video Tapes ● Training Programs ● Educational Materials ● Management Information ● University Programs ● Consulting Services ● Statistical Reports ● And Much More

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We're going to keep your inventory moving this year in other ways, too. With a multi-market, multi-media advertising campaign. It's our strongest effort in years and it includes new colors, finishes and samples, plus direct mail campaigns to the specifiers of Howard Papers.

Howard's big stock, hustlin' deliveries and big promotions help you keep your sales going up. Call your Howard Paper Representative or write Howard Paper Mills, Inc., 115 Columbia Street, P.O. Box 982, Dayton, Ohio 45401. Let's keep on truckin'. Together.

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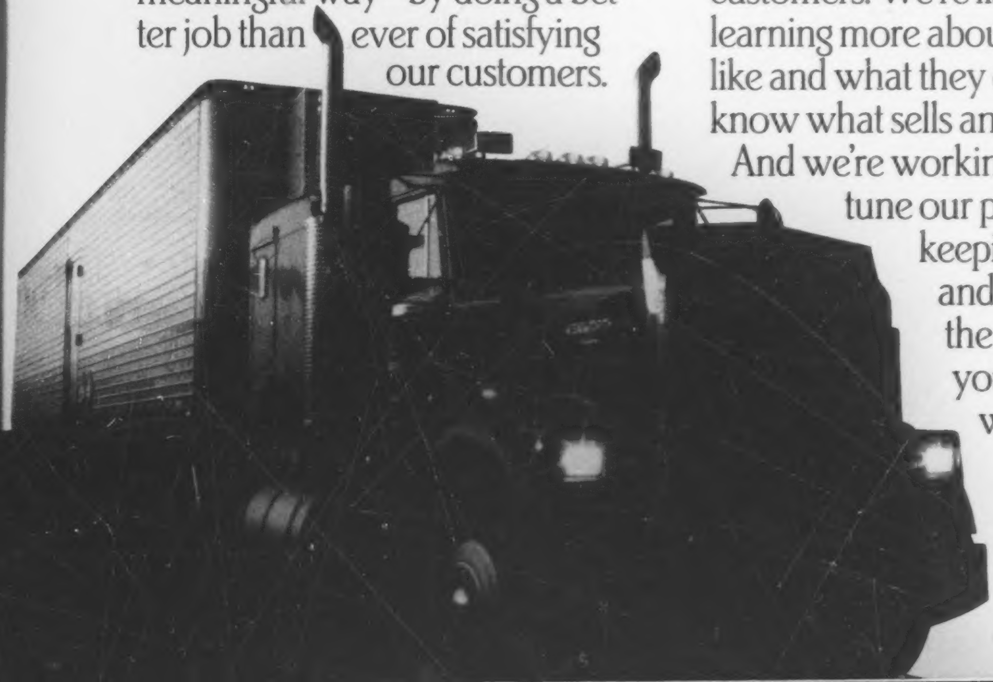
The result is a new commitment to quality throughout the Commercial Products & Systems Division—a new spirit of excellence that's reflected in everything we make.

Of course, it all starts with the customers. We're listening and learning more about what they like and what they don't. We know what sells and what doesn't. And we're working hard to fine tune our product lines, keeping the good and improving the rest, to bring you the hardest-working combination of quality, selection



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In short, we've come a long way. We're stronger, quicker, better able to meet the needs of today's marketplace…and tomorrow's. And we're going to keep moving. We'll continue to review, adapt and, most of all, listen. Because we want to be the company you—and your customers—look to for quality and service all the way down the line.

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Commercial Products & Systems Division

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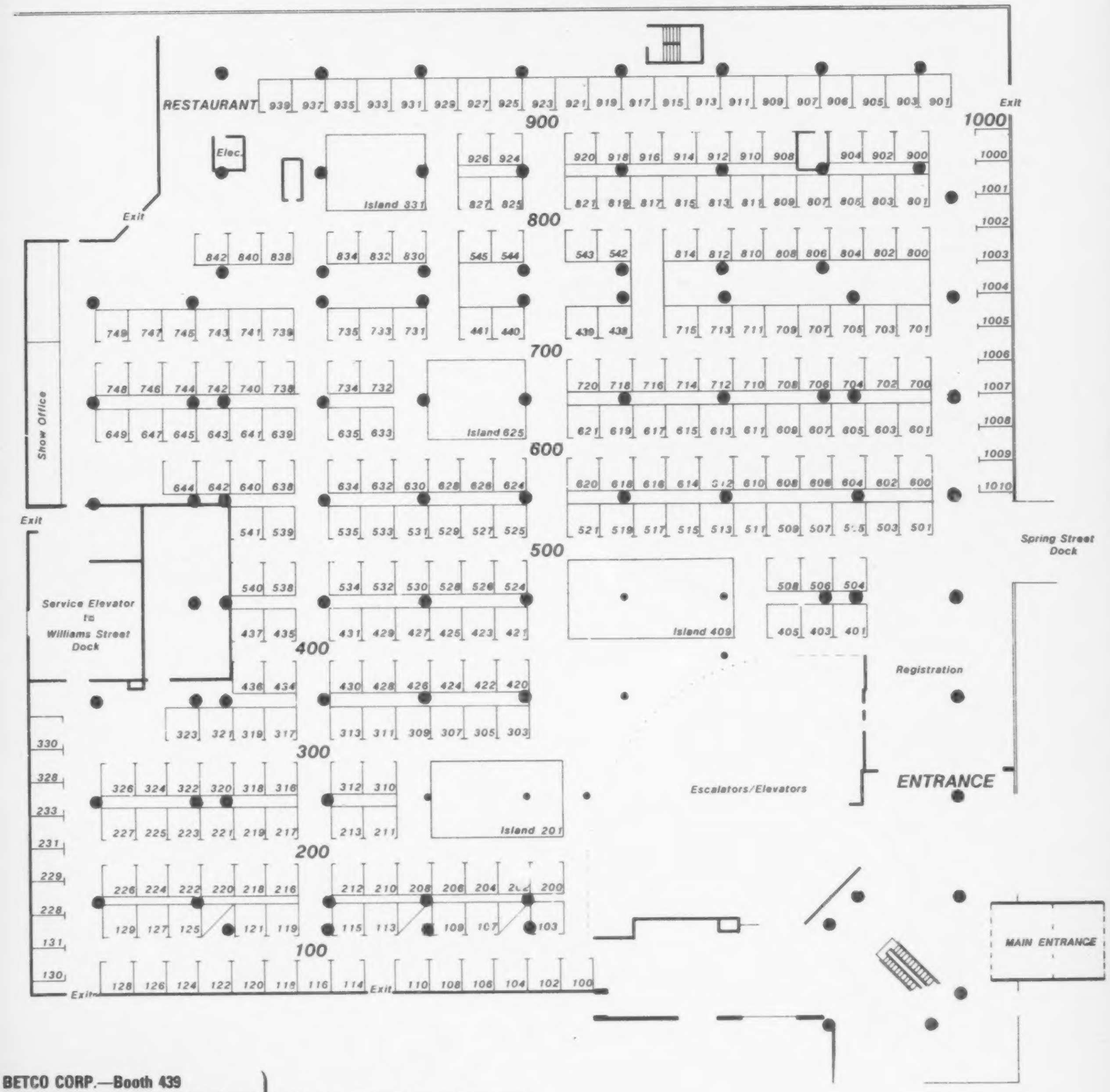
Floor Plan

1987 Paper/Plastics & Allied Products Exposition

APPAREL MART, ATLANTA, GA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900
1000
Elec.
Island 331
800
700
Show Office
Island 625
600
Exit
500
Spring Street Dock
Service Elevator to Williams Street Dock
Island 409
400
Registration
300
Escalators/Elevators
ENTRANCE
Island 201
200
100
MAIN ENTRANCE
Exit
Exit

BETCO CORP.—Booth 439
CASCADES INDUSTRIES—Booth 438
CORDAGE PACKAGING—Booth 441
PROTECTO, INC.—Booth 440
[NOW LOCATED IN AISLE 700]

COASTLINE PACKAGING INC.—Booth 544
LINPAC FLEXIBLE PACKAGING—Booth 542
ROCKWELL CHEMICAL INC.—Booth 543
SCICOM DATA SERVICES, LTD.—Booth 545
[NOW LOCATED IN AISLE 800]

1987 Exposition

ABC Compounding Co., Inc.	208
Adams Business Forms	118
ADCO Specialties, Inc.	109
A&E Plastics, Inc.	425
AEP Industries, Inc.	103
Alcan Foil Products	817
Alliance Rubber Company	827
Alumax Foils, Inc.	924
Amcel Corporation	421
American Fiber-Velope Mfg. Co.	104
Americo Manufacturing Company, Inc.	428
Amko Plastics, Inc.	901
Amoco Foam Products Company	743
Amrep, Inc.	908
Anchor Industries	830
Armin Poly-Version, Inc.	526
Artco Converters	435
Atlantic Mills, Inc.	810
Bagcraft Corporation of America	505
Barrier Industries, Inc.	704
Bay West Paper Company	129
Beach Products	1003
Bedford Plastics, Inc.	834
Beier & Company	524
Berwick Industries	401
Betco Corporation	439
Better Packages	501
Boas Box Company	711
Bulman Products Inc.	303
CPI, Inc.	310
CPL Industries	912
Carroll Company	712
Carthage Cup Company	321
Cascades Industries	438
Cellucap Manufacturing Company	734
Century Packaging, Inc.	905
Certified Investments	107
Champion International Corporation	305
Chicopee	606
Clark Paper Converting Corporation	825
Clear Shield National, Inc.	313
Ben Clements & Sons, Inc.	900
Coastline Packaging, Inc.	544
Comet Products, Inc.	533
Comfort Sanitary Products, Inc.	907
Commodore Foam Products	127
Continental Extrusion Corporation	800
Cordage Packaging	441
Cotto-Waxo Company	221
Creative Concepts	926
The Crowell Corporation	714
The Crystal Tissue Company	431
Cyklop Strapping Corporation	427
Dart Container Corporation	630
Decker Tape Products Co., Inc.	914
The DeLeone Corporation	131
Delta Plastics Corp.	113
Dexide, Inc.	330
Distribution Resources Company	100
Douglas Stephen Plastics, Inc.	538
Drackett Products Company	504
Duni Corporation	807
Duro Bag Mfg. Co.	620
Eco-Line, Division of Ecolab Inc.	804
Econoco Corporation	617
Eddie Goodman Company, Inc.	309
Efficient Data Processing	915
Ekco Products	1007
EPCO, Inc.	1005
Equality/Stribbons	740
Erving Distributor Products/G-P	532
Fabian Taping Dispenser Corporation	731
FANA, Inc.	910
First Impressions	121
The Fonda Group, Inc.	716
Foodservice & Packaging Institute, Inc.	124
Form Fit Plastics	925
Forster Mfg. Co., Inc.	529
Franklin Disposables, Inc.	705
Freeman Paper Company	1010
Gallos/Diamond Plastics	840
General Plastics Corporation	429
Genpak Corporation	738
Georgia-Pacific Corporation	**Island** 625
Gift Sales Co.	624
Glenmark Industries, Inc.	424
Glitterwrap, Inc.	220
Go-Jo Industries, Inc.	916
Gold-Data	644
Heritage Bag Company	710
Hilex Poly Co., Inc.	528
Himolene	739
Hollywood Ribbon Industries, Inc.	122
Hospital Specialty Company	700
Impact Products, Inc.	108
Imperial Cup Corporation	608
Indiana Carton Company, Inc.	527
Inline Plastics Corporation	216
Inopak, Division of Essex Chemical Corp.	119
I.R. Industries, Inc.	645
IVEX Corporation	929
James River Away From Home	**Island** 201
Jet Plastica Industries, Inc.	200
Kaiser Aluminum & Chemical Corp.	120
Keystone Adjustable Cap Co., Inc.	805
Kole Industries	114
LPS Industries, Inc.	317
Label America	227
R.J. Lachman, Inc.	316
Laminations Corp.	607
Linpac Flexible Packaging	542
Lockwood Association, Inc.	434
3M/Tape and Automotive Group	525
Macaple Corp.	231
Mack-Allied/Mack-Chicago Corp.	643
Manufacturers Reps of America, Inc.	130
Marcal Paper Mills, Inc.	601
Marsh Stencil Machine Company	513
Marvel Lighting Corporation	801
Maryland Paper Box Company	933
Maryland Plastics, Inc.	702
Medical Disposables	206
Mercantile Development, Inc.	742
Midwest Film Corporation	701
Mobil Chemical Company	517
Moser Bag & Paper Co.	732
Mulco Industries	217
Mutual Paper Company	819
National Distributors, Inc.	1004
National Paper Trade Assoc. Inc.	**Registration Area**
National Poly Products	1002
Nice-Pak Products	911
Nifty Packaging Products	638
N. Alabama Ind. Dev. Assoc.	218
Nyman Mfg. Co.	503
Odyssey Packaging, Inc.	649
C.M. Offray & Son, Inc.	832
Omega Plastics Corp.	115
Paper Manufacturers Company	225
Peacock Products	228
Pioneer Gift Wrap	709
Plastics, Inc.	626
Plymouth Rubber Company, Inc.	611
Polar Plastics Mfg., Ltd.	813
Polyplast Group, Inc. - United Brands Co.	318
Polyvinyl Films Inc.	614
Pres-on Products, Inc.	110
Primepak	920
Printwrap Sales, Inc.	913
Protecto, Inc.	440
Qualitad	812
Regal Poly-Pak	604
Rexford Paper Co.	223
Rixie Paper Products, Inc.	745
Roadnet Technologies, Inc.	707
Robbie Manufacturing, Inc.	919
Rochester Midland Corp.	640
Rockwell Chemical, Inc.	543
Ryder Truck Rental, Inc.	747
SBS Products, Inc.	642
SCM Allied Paper Inc.	324
SQP, Inc.	906
Saf-T-Cote, Div. of Trojan, Inc.	128
Sandusky Plastics, Inc.	811
Sanek International Inc.	918
San Jamar, Inc.	323
I. Schneid, Inc.	939
Scicom Data Services, Ltd.	545
Scott Paper Company	**Island** 409
Sealright Company Inc.	600
Sentinel Foam Products	838
Shamrock Gift Wrap	328
Shar Lee Pkg./Eurobags	927
Sherri Cup, Inc.	808
Shuford Mills Special Products Div.	842
Shuford Mills Tape Division	430
Solo Cup Company	420
Southern Champion Tray Co.	1000
Springprint/Medallion Div.	605
St. Clair Pakwell Mfg., Inc.	744
Standard Cap & Seal	320
Standard Paper Software Mktg. Corp.	1008
Sterling Paper Company	509
Stevens & Thompson Paper Co.	1006
Stone Container Corporation	426
Structured Computer Systems, Inc.	647
Supreme Lighting Corporation	211
Supreme Poly Products, Inc.	222
Surrey Industries	322
Table Mate Products, Inc.	748
Texize, Div. Dow Consumer Prods.	639
Time Products/Appollo Industries	814
Trans Tech Services, Inc.	806
Unger Enterprises, Inc.	909
Union Camp Corporation	613
UniSet, Inc.	226
United Overseas Intl., Inc.	126
United Plastic Products	224
Universal Business Systems, Inc.	541
U.S. Borax & Chemical Corp.	616
U.S. Profiles Corporation	923
Venture Packaging, Inc.	106
Ward Paper Company	125
Webster Industries	**Island** 831
Webster Packaging	**Island** 831
We Package It	210
Wilkinson Manufacturing Company	733
Williamhouse Sales Corporation	706
White Mop Wringer Company	633
Winchester Carton Corp.	539
Zephyr Manufacturing Company	917

Exposition '87 Buyer's Guide

Find exhibitors by product catagories.

BUSINESS PRODUCTS & SERVICES	Booth
Adams Business Forms	118
Alliance Rubber Company	827
American Fiber Velope Company	104
Distribution Resources Company	100
Himolene	739
Label America	227
Moser Bag & Paper Company	732
Paper Manufacturers Company	225
SCM Allied Paper, Inc.	324
Williamhouse Sales Corp.	706

COMPUTER PRODUCTS	Booth
Adams Business Forms	118
CPI, Inc.	310
Distribution Resources Company	100
Efficient Data Processing	915
Fabian Taping Dispenser Corp.	731
Gold-Data	644
Label America	227
Lockwood Assoc., Inc.	434
Roadnet Technologies	707
SCM Allied Paper, Inc.	324
Scicom Data Services, Ltd.	545
Standard Paper Software Mktg. Corp.	1008
Structured Computer Systems, Inc.	647
Trans Tech Services, Inc.	806
Universal Business Systems, Inc.	541

FOODSERVICE DISPOSABLES	Booth
A&E Plastics, Inc.	425
Adams Business Forms	118
ADCO Specialties, Inc.	109
Alcan Foil Products	817
Alumax Foils, Inc.	924
Amcel Corporation	421
Americo Mfg. Company, Inc.	428
Amoco Foam Products Company	743
Armin Poly-Version, Inc.	526
Atlantic Mills, Inc.	810
Bagcraft Corp. of America	505
Beach Products	1003
Bedford Plastics, Inc.	834
Beier & Company	524
CPL Industries	912
Carthage Cup Company	321
Cellucap Manufacturing Company	734
Chicopee	606
Clark Paper Converting Corp.	825
Clear Shield National, Inc.	313
Comet Products, Inc.	533
Commodore Foam Products	127
Dart Container Corporation	630
Douglas Stephen Plastics, Inc.	538
Duni Corporation	807
Ekco Products	1007
Epco, Inc.	1005
Erving Distributor Products/G-P	532
The Fonda Group, Inc.	716
Foodservice & Packaging Institute	124
Form Fit Plastics	925
Forster Mfg. Co., Inc.	529
Franklin Disposables, Inc.	705
Freeman Paper Company	1010
Gallos/Diamond Plastics Corp.	840
Genpak Corporation	738
Georgia-Pacific Corporation	Island 625
Heritage Bag Company	710
Himolene	739
Imperial Cup Corporation	608
Inline Plastics Corporation	216
Ivex Corporation	929
James River Away From Home	Island 201
Jet Plastica Industries, Inc.	200
Kaiser Aluminum & Chemical Corp.	120
Keystone Adjustable Cap Co., Inc.	805
Label America	227
Macaple Corporation	231
Marcal Paper Mills	601
Maryland Plastics Inc.	702
Mobil Chemical Company	517
Moser Bag & Paper Company	732
Mulco Industries	217
National Poly Products, Inc.	1002
Nice-Pak Products, Inc.	911
Nyman Mfg. Company	503
Omega Plastics Corporation	115
Plastics, Inc.	626
Polar Plastics Mfg., Ltd.	813
Polyplast Group, Inc. - United Brands Co.	318
Polyvinyl Films, Inc.	614
Rixie Paper Products, Inc.	745
Rockwell Chemical, Inc.	543
SBS Products, Inc.	642
SQP, Inc.	906
Sandusky Plastics, Inc.	811
Sherri Cup, Inc.	808
Solo Cup Company	420
Southern Champion Tray Company	1000
Springprint/Medallion Division	605
Standard Cap & Seal	320
Sterling Paper Company	509
Table Mate Products, Inc.	748
Uniset, Inc.	226
United Plastic Products	224
Webster Industries	Island 831
Wilkinson Mfg. Company	733
Winchester Carton Corp.	539

HEALTH CARE DISPOSABLES	Booth
ADCO Specialties, Inc.	109
Amcel Corporation	421
Americo Mfg. Company, Inc.	428
Atlantic Mills, Inc.	810
Cascades Industries	438
Cellucap Mfg. Company	734
Clark Paper Converting	825
Comet Products, Inc.	533
Dart Container Corporation	630
Douglas Stephen Plastics, Inc.	538
Ekco Products	1007
Forster Mfg. Co., Inc.	529
Franklin Disposables, Inc.	705
Gallos/Diamond Plastics Corporation	840
General Plastics Corporation	429
Georgia-Pacific Corporation	Island 625
Heritage Bag Company	710
Himolene	739
Hospital Specialty Company	700
James River Away From Home	Island 201
Keystone Adjustable Cap Co., Inc.	805
Medical Disposables	206
Moser Bag & Paper Company	732
Mulco Industries	217
National Poly Products, Inc.	1002
Rixie Paper Products, Inc.	745
Scott Paper Company	Island 409
Springprint/Medallion Division	605
Standard Cap & Seal	320
United Plastic Products	224

INDUSTRIAL PACKAGING	Booth
A&E Plastics, Inc.	425
AEP Industries, Inc.	103
Alliance Rubber Company	827
Anchor Industries	830
Armin Poly-Version, Inc.	526
Bagcraft Corporation of America	505
Bedford Plastics, Inc.	834
Beier & Company	524
Better Packages	501
Bulman Products, Inc.	303
Ben Clements & Sons, Inc.	900
Commodore Foam Products	127
Continental Extrusion Corp.	800
Cordage Packaging	441
The Crowell Corporation	714
The Crystal Tissue Company	431
Cyklop Strapping Corporation	427
Delta Plastics Corporation	113
Fabian Taping Dispenser Corp.	731
Fana, Inc.	910
Heritage Bag Company	710
Himolene	739
IVEX Corporation	929
LPS Industries, Inc.	317
Label America	227
Laminations Corporation	607
3M/Tape & Allied Products	525
Mack-Allied/Mack Chicago Corp.	643
Marsh Stencil	513
Mobil Chemical Company	517
Moser Bag & Paper Company	732
Mutual Paper Company	819
National Distributors, Inc.	1004
Nifty Packaging Products	638
Peacock Products	228
Plymouth Rubber Company, Inc.	611
Polyplast Group, Inc. - Div. United Brands Co.	318
Primepak	920

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Saturday, Sunday, Monday

Rexford Paper Company	223
Rockwell Chemical, Inc.	543
Sanek International, Inc.	918
Sentinel Foam Products	838

JANITORIAL SUPPLIES

JANITORIAL SUPPLIES	Booth
ABC Compounding Co., Inc.	208
ADCO Specialties, Inc.	109
Alliance Rubber Company	827
Amcel Corp.	421
Americo Mfg. Company, Inc.	428
Amrep, Inc.	908
Atlantic Mills, Inc.	810
Bagcraft Corp. of America	505
Barrier Industries, Inc.	704
Bay West Paper Co.	129
Betco, Corp.	439
Bulman Products, Inc.	303
Carroll Company	712
Cascades Industries	438
Cellucap Mfg. Company	734
Chicopee	606
Clark Paper Converting Corp.	825
Comet Products, Inc.	533
Comfort Sanitary Products, Inc.	907
Cotto-Waxo Company	221
CPL Industries	912
Dexide Inc.	330
Drackett Products Company	504
Eco-Line, Div. of Eco-Lab, Inc.	804
General Plastics Corp.	429
Georgia-Pacific Corp.	**Island** 625
Gift Sales Company	624
Go-Jo Industries, Inc.	916
Heritage Bag Company	710
Impact Products, Inc.	108
Inopak, Div. of Essex Chemical Corp.	119
James River Away From Home	**Island** 201
Mobil Chemical Company	517
National Distributors, Inc.	1004
National Poly Products, Inc.	1002
Omega Plastics Corp.	115
Protecto, Inc.	440
Rochester Midland Corp.	640
Rockwell Chemical, Inc.	543
San Jamar, Inc.	323
SBS Products, Inc.	642
I. Schneid, Inc.	939
Scott Paper Company	**Island** 409
Stevens and Thompson Paper Company	1006
Texize, Div. of Dow Consumer Prod., Inc.	639
Unger Enterprises, Inc.	909
U.S. Borax and Chemical Corp.	616
United Plastics Products	224
Webster Industries	**Island** 831
White Mop Wringer Company	633
Zephyr Manufacturing Company	917

MATERIAL HANDLING PRODUCTS

MATERIAL HANDLING PRODUCTS	Booth
Bulman Products, Inc.	303
Ben Clements & Sons, Inc.	900
Econoco Corp.	617
Fabian Taping Dispenser Corp.	731
Himolene	739
Kole Industries	114
National Distributors, Inc.	1004

PRINTING PAPERS

PRINTING PAPERS	Booth
Adams Business Forms	118
Artco Converters	435
Paper Manufacturers Company	225
SCM Allied Paper, Inc.	324
Ward Paper Company	125

RETAIL PACKAGING

RETAIL PACKAGING	Booth
Alliance Rubber Company	827
Amko Plastics, Inc.	901
Bagcraft Corp. of America	505
Bedford Plastics, Inc.	834
Beier & Company	524
Berwick Industries	401
Boas Box Company	711
Bulman Products, Inc.	303
Century Packaging, Inc.	905
Champion International Corp.	305
Clear Shield National, Inc.	313
Ben Clements & Sons, Inc.	900
Coastline Packaging, Inc.	544
Comet Products, Inc.	533
Commodore Foam Products	127
Continental Extrusion Corp.	800
Cordage Packaging	441
Creative Concepts	926
The Crystal Tissue Company	431
Douglas Stephen Plastics, Inc.	538
Duro Bag Mfg. Company	620
Econoco Corporation	617
Ekco Products	1007
Equality/Stribbons	740
Fabian Taping Dispenser Corp.	731
Form Fit Plastics	925
Glenmark Industries	424
Glitterwrap, Inc.	220
Eddie Goodman Company	309
Hilex Poly Company, Inc.	528
Himolene	739
Hollywood Ribbon Industries, Inc.	122
Indiana Carton Company, Inc.	527
Inline Plastics Corporation	216
Label America	227
R.J. Lachman, Inc.	316
Linpac Flexible Packaging	542
Maryland Paper Box Company	933
Midwest Film Corporation	701
Mobil Chemical Company	517
Moser Bag & Paper Company	732
Mulco Industries	217
National Distributors, Inc.	1004
Odyssey Packaging	649
C.M. Offray & Son, Inc.	832
Omega Plastics Corporation	115
Pioneer Gift Wrap	709
Polyplast Group, Inc. - United Brands Co.	318
Primepak	920
Printwrap Sales Inc.	913
Regal Poly-Pak	60[illegible]
Rixie Paper Products, Inc.	745
Rockwell Chemical, Inc.	543
Sanek International, Inc.	918
Sealright Company, Inc.	600
Sentinel Foam Products	838
Shamrock Gift Wrap	228
Shar Lee Packaging	827
Southern Champion Tray Company	1000
St. Clair Pakwell Mfg., Inc.	744
Stone Container Corporation	426
Supreme Poly Products Inc.	222
Surrey Industries	322
Table Mate Products, Inc.	748
Union Camp Corporation	613
United Overseas Intl., Inc.	126
Venture Packaging, Inc.	106
We Package It	210

TAPES

TAPES	Booth
Bulman Products, Inc.	303
Decker Tape Products Company	914
I.R. Industries, Inc.	645
3M/Tape & Allied Products	525
Paper Manufacturers Company	225
Peacock Products	228
Pres-on Products, Inc.	110
Shuford Mills Inc., Tape Division	430

OTHER

OTHER	Booth
Alliance Rubber Company	827
Anchor Industries	830
Artco Converters	435
Cellucap Mfg. Company	734
Certified Investments	107
Creative Concepts	926
The DeLeone Corporation	131
Econoco Corporation	617
First Impressions	121
General Plastics Corporation	429
Himolene	739
IVEX Corporation	929
Label America	227
Manufacturers Reps. of America, Inc.	130
Marvel Lighting Corporation	801
Mercantile Development, Inc.	742
National Distributors, Inc.	1004
National Paper Trade Assn., Inc.	**Registration Area**
N. Alabama Ind. Dev. Assn.	218
U.S. Profiles Corporation	923
Ryder Truck Rental, Inc.	747
Saf-T-Cote, Div. of Trojan, Inc.	128
San Jamar, Inc.	323
Sentinel Foam Products	838
Shuford Mills, Inc.	842
Standard Cap & Seal	320
Supreme Lighting Corporation	211

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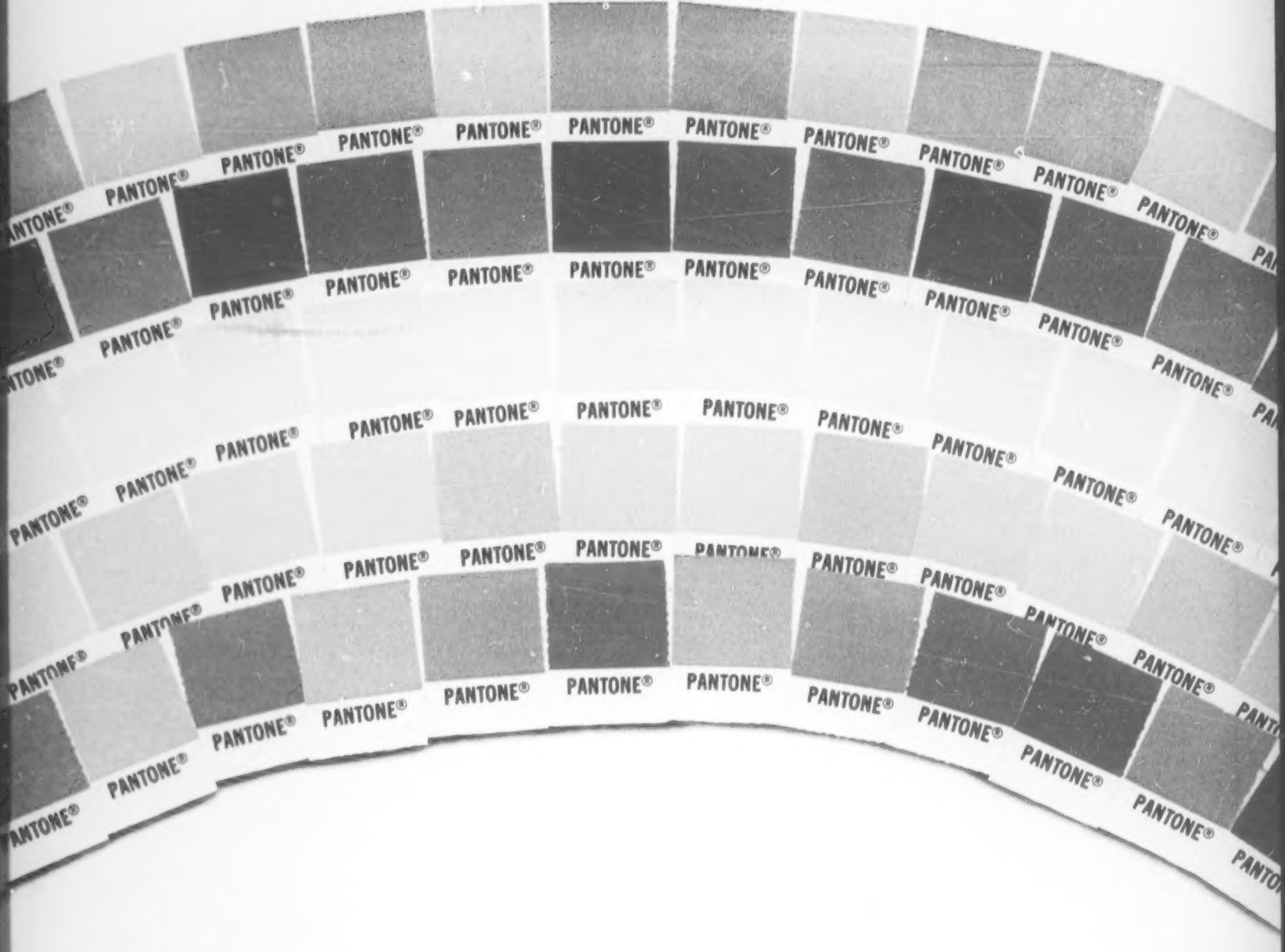

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Paper/Plastics & Allied Products Exposition 1987

Listed here are all of the companies exhibiting in the 1987 Paper/Plastics & Allied Products Exposition. Use this resource and keep it for future reference. Advertisers are in color.

ABC COMPOUNDING CO., INC.

Booth 208

6970 Jonesboro Road
Morrow, GA 30260

A manufacturer of more than 500 private label cleaning compounds, both liquids and powders. Our line includes floor finishes, sealers and strippers, all purpose cleaners, disinfectant cleaners, glass cleaners, ware wash products, laundry products, hand soaps, degreasers, automotive products, weed killers and insecticides. The company will manufacture to private formulations to meet specific requirements.

Contact: Doug Armistead, Vice President, Sales/ Marketing 404-968-3630

ADAMS BUSINESS FORMS

Booth 118

200 Jackson Street
Topeka, KS 66603

We are a full-line business forms manufacturer specializing in stock and custom print guest checks, unit sets, continuous forms, manifold and sales books. State-of-the-art laser graphic design capabilities allow us to provide these products with a high degree of quality at a competitive price.

Contact: Robert J. Sachs, Sales Development Coordinator 913-233-4101

ADCO SPECIALTIES, INC.

Booth 109

Box 47
18 N. Bridge Avenue
Red Bank, NJ 07701

Disposables for the foodservice, industrial and institutional markets. Wiping cloths, aprons, wash cloths and treated dust cloths.

Contact: Chris O'Connor, Sales Manager 201-530-7555.

A&E PLASTICS, INC.

Booth 425

14505 Proctor Avenue
Industry, CA 91749

A vertically integrated manufacturer of OPS packaging for the agricultural, food processor, supermarket, bakery and foodservice industries. THE SHOW OFF® meat trays, THE GARDEN PARTY® produce trays and THE SELL OUT® foodservice containers feature unique designs and innovative materials. A&E Plastics is a division of Packaging Corporation of America, a Tenneco Company.

Contact: Alvin Berke, Director of Marketing 818-968-3801

AEP INDUSTRIES, INC.

Booth 103

20 Knickerbocker Road
Moonachie, NJ 07074

New stretch films for handwrap, rotary and ultra performance packaging complete a broad range of polyethylene film and film products: shrink bundling, overwrap, pallet wrap and bags, liners, bags on rolls or individually cut, all sizes, colors and stock items.

Contact: Bill Rice, National Business Manager 201-935-6500

ALCAN FOIL PRODUCTS

Booth 817

P.O. Box 32840
Louisville, KY 40232

See our ad page 65

A manufacturer of a full assortment of retail and foodservice foil rolls, foil pop-up sheets, foodservice, film and foil containers. Included in the line is Alcan's exclusive "Quarter-Miler" foil roll, which is compatible with miler film dispensers.

Contact: R.C. (Bob) Shemming, Foodservice National Sales Manager 502-459-1900

ALLIANCE RUBBER COMPANY

Booth 827

Rte 3, Schweizer Road
Franklin, KY 42134

If you bind, bundle, tie or bunch, hold everything 'til you talk to Alliance. Since 1923, we've been making rubber bands for every industrial need and developing new ones as needs arise. We're specialists! We make rubber bands and only rubber bands. Call the Hold Everything People at toll free 1-800-626-5940.

Contact: Sandra Keen, Regional Sales Manager 800-626-5940

ALUMAX FOILS, INC.

Booth 924

6100 S. Broadway
St. Louis, MO 63111

A manufacturer of a full line of foodservice products. Our aluminum foil rolls have a unique safety edge cutter. All pop-up sheets are interfolded in a wider opening carton for quick, one-at-a-time dispensing; laminated pop-ups are also interfolded for convenient dispensing.

Contact: Michael L. Ilten, Marketing Manager 314-481-7000, 800-325-9501

AMCEL CORPORATION

Booth 421, 423

One Galen Street
Watertown, MA 02172

A manufacturer of standard and premium (Bag'm) can liners, plastic cutlery: bulk, boxed or wrapped, clear food and bakery poly bags, stock print poly produce and ice bags, heavy duty poly meat bags, bottle/can recyling bags, bags for restaurant leftovers, banquet roll table covers, retail packs (Bag'm) trash bags, retail packs (T'Go) and plastic cutlery.

Contact: Nathan Weiss, Vice President Sales/ Marketing 800-225-7992

AMERICAN FIBER-VELOPE MFG. CO.

Booth 104

Pusey & Mildred Avenues, P.O. Box 49
Collingdale, PA 19023-0049

See our ad pages 53 – 54

The company is a leading manufacturer of specialty envelopes and filing systems. Expansion and catalog envelopes made of tear-resistant Tyvek and extra strong kraft are our prime products. Custom manufacturing is our expertise. Visit our booth and see the many mailing and filing products available.

Contact: Joseph Zoshak, Marketing Manager 1-800-AFV-6262

AMERICO MANUFACTURING COMPANY, INC.

Booth 428

6224 N. Main Street
Acworth, GA 30101
See our ad page 51

The firm is a basic manufacturer of floor machine pads, hand scrubbing pads, urinal screens and walk-off mats. Floor and hand pads are a blend of polyester and nylon fibers. The various mats are constructed of polyester, olefin, vinyl jacketed nylon and polypropylene, each bonded to virgin vinyl.

Contact: Kent Yocum, Vice President Sales 404-974-7000

AMKO PLASTICS, INC.

Booth 901, 903

12025 Tricon Road
Cincinnati, OH 45246

The company manufactures a full line of custom specialty plastic packaging, including rigid handle bags, soft loop bags, drawstring bags, patch handle bags, handle hole bags, flip-top bags, tape draw bags, merchandise bags, litter bags, shoulder drawstring bags and garment bags.

Contact: Thomas H. Truesdell, Vice President Marketing 800-543-7030

AMOCO FOAM PRODUCTS COMPANY

Booth 743

Northridge Pointe Office Park
400 Northridge Road
Atlanta, GA 30338

The company offers a full line of China Foam foodservice disposables, including carryout containers, tableware and school lunch trays. They are available from distributors nationwide. Fast food operations, healthcare facilities, schools, convenience stores, delis, vending services, cafeterias and caterers are enjoying the quality and money-saving advantages of Amoco disposables.

Contact: John A Krause, National Marketing Manager 404-955-5595

AMREP, INC.

Booth 908

990 Industrial Park Drive
Marietta, GA 30062

A manufacturer of aerosol and bulk chemicals for the sanitary supply, specialty chemical, foodservice and packaging industries under national brand or private label. Our line includes cleaners, disinfectants, floor care, insecticides, herbicides, automotive, industrial bench maintenance and lubricants.

Contact: Dan Ritter, Vice President - Sales & Marketing 1-800-241-7766, 404-422-2071

ANCHOR INDUSTRIES

Booth 830

1831 Avenue H
St. Louis, MO 63125

The company will display the following: Miler Film Systems; all purpose food film cutter boxes; lidder containers and equipment; custom thermoforming; meat and produce films; printed films; topper containers and lid system.

Contact: Gary Scherer, Vice President - Sales 314-544-3900

ARMIN POLY-VERSION, INC.

Booth 526

301 West Side Avenue
Jersey City, NJ 07305

A manufacturer of disposable plastic gloves, aprons, bibs and shoe covers, specialty heat sealed plastic products, polyethylene bags, plain and printed, polyethylene films, sheets and rolls.

Contact: Richard Mazzie, Vice President Sales/Marketing 201-451-0600

ARTCO CONVERTERS

Booth 435, 437

1 Stationery Place
Rexburg, ID 83441

Announcements are available in a broad line to fill all requirements for both cash and carry and the stocking merchants.

Contact: Bruce Hersh, National Sales Manager 208-356-3200

ATLANTIC MILLS, INC.

Booth 810

P.O. Box 680
Asbury Park, NJ 07712

The company will be exhibiting a variety of disposable wipers and aprons. Included in these are foodservice wipers and aprons, wash cloths, treated dust cloths, stretch and clean dust cloths, dust tools, industrial towels, scrim reinforced wipers, air laid, bonded cellulose, cheesecloth and shop towels.

Contact: Lesley J. Ward, General Manager 201-774-4882 (in NJ), 800-242-7374 (outside NJ)

BAGCRAFT CORPORATION OF AMERICA

Booth 505, 507

3900 W. 43rd Street
Chicago, IL 60632

The company provides 350 stock packages for supermarkets, foodservice, hotel-motel, C-stores and retail packaging. Grazing Bag™ packaging system, Dubl-Wax® bags, Dubl-Fresh® cookie bags, Dubl-Panel® window bags, Honeycomb™ foil sandwich wraps and bags, coated and waxed one side sheets, coffee bags and Idento™ gift packaging program. New Dubl-Clear™ supermarket packaging, new school lunch program, season's greetings designs, matched graphics on bags, sheets and rollstock.

Contact: Mort Henshell, Vice President, Sales 312-254-8000

BARRIER INDUSTRIES, INC.

Booth 704

200 East Main St.
Port Jervis, NY 12771
See our ad page 80

The company will feature its maintenance and specialty chemicals including floor care products (finishes, waxes, cleaners), kitchen and bathroom cleaners (bowl, dish, all purpose), disinfectants, industrial and automotive specialty chemicals, as well as the full line of products available for private label.

Contact: Ben Elder, National Sales Manager 914-856-6633

BAY WEST PAPER COMPANY

Booth 129

1100 W. Mason St., P.O. Box 10568
Green Bay, WI 54307
See our ads pages 44/117

The company offers a complete line of sanitary washroom products including hardwound roll towels, folded towels, tissue, soap, glass cleaner, household roll towels and dispensing equipment.

Contact: Michael R. Wildenberg, Vice President of Sales & Marketing 414-494-8731

BEACH PRODUCTS

Booth 1003

One Paper Place
Kalamazoo, MI 49001

The firm offers a complete line of disposable napkins, cups, plates, tablecovers, coasters and placemats with a full range of sizes. Custom printing is available on all items. The company features more than 34 contemporary designer colors that are available either plain or custom printed.

Contact: H.R. von der Osten, Vice President, Special Markets 616-349-2626

BEDFORD PLASTICS, INC.

Booth 834

3803 North Fourth Avenue
Sioux Falls, SD 57104

The company produces microwaveable, disposable and reuseable polypropylene deli containers, microwaveable trays and domes and dual ovenable CPET trays, which are available in stock sizes and to special order. We do four-color printing on deli containers and lids.

Contact: W. James Hill, Director Marketing/Sales 800-642-7654

BEIER & COMPANY

Booth 524

800 E. River Street
Dixon, IL 61021

The company will feature its full line of Color Crest Texture Harmonie, custom printed or plain, notion and millinery bags and wrap. Hotel/motel disposable amenities, drug store packaging, florist wrap and sleeves and a host of other Beier products are featured in their booth this year.

Contact: Dwight Young, Director/Marketing 815-284-6666

BERWICK INDUSTRIES

Booth 401, 403, 405

50 E. Ridgewood
Paramus, NJ 07652
See our ad page 81

The company has the broadest line of ribbon and bow products, satisfying the retailers new demands for upscale items, from metallic tone, iridescent and exciting imported ribbons to our *complete* line of (poly) Splendorette® ribbons and bows available in 30 colors. We have it all and now we have the service to back it up.

Contact: Rick Norton, Sales Manager 404-926-9048

BETCO CORPORATION

Booth 439

1001 Brown Avenue
Toledo, OH 43607
See our ad page 7

A complete line of chemical specialties including detergents, disinfectants, floor finishes available in all size containers including quarts and aerosols. Brand name label or custom private brand. In-house graphic arts department will customize private label literature, special packaging and sales aids. Sales staff provides field support.

Contact: John Reed, National Sales Manager 1-800-537-4977, 1-800-472-3444 (in Ohio), 419-241-2156

BETTER PACKAGES

Booth 501

19 Forest Parkway
Shelton, CT 06484
See our ad page 13

Electric, electronic and manual gummed tape machines, pressure sensitive tape dispensers, package sealers, label and envelope moisteners, electronic USPS/UPS weighing systems, mailing machines for USPS meters/registers.

Contact: William F. Meyer, Jr., National Sales Manager 203-926-1087

BOAS BOX COMPANY

Booth 711, 713, 715

44 Greenfield Avenue
Ardmore, PA 19003

The company offers one of the most complete lines of one and two piece gift/florist boxes, with more than 275 sizes, each one available in any of our 21 standard colors. Come see 34 film colors - shopping bags and new hi tension. We are also introducing one of the world's most complete ribbon lines.

Contact: Robert J. La Rosa, National Sales Manager 800-BOAS-BOX, 215-649-6100 (in PA)

BULMAN PRODUCTS

Booth 303

1650 McReynolds NW
Grand Rapids, MI 49504
See our ad page 37

The company is featuring the new side loading clip Suzy Rack and ribbon dispenser/cutter, as well as its new deluxe packing table. In addition, our line of foodservice and shipping supply dispenser products will be displayed.

Contact: Jack Kirkwood, President, General Manager 616-363-4416

CPI, INC.

Booth 310, 312

40 Highway 34 North
Colts Neck, NJ 07722
See our ad page 162

CPI's PAPER TIGER is the result of thousands of hours research into the specific operational requirements of the paper merchant. It is the one custom software system that gives you instant access to accurate, timely data that helps provide your customers with better service profitably. Already on line and running in paper merchant operations throughout the U.S.A., PAPER TIGER is the proven, complete system for the paper merchant.

Contact: Philip Sturm, President 201-462-8900

CPL INDUSTRIES

Booth 912

101 North Summit Street
Tenafly, NJ 07670

Industrial and institutional cleaning products, bar soaps, all purpose cleaners, laundry detergents, non-woven all purpose wipers, cleansers, dishwashing liquids, polishes, Sterno/Handy Fuel canned heat (cooking fuel).

Contact: Gary Ponder, National Sales Manager 201-568-2330

CARROLL COMPANY

Booth 712

2900 W. Kingsley Road
Garland, TX 75041
See our ad page 35

A complete private label or branded name janitorial chemical program including liquids and powdered products. The program includes soaps, cleaners, aerosols, finishes, sealers, strippers, disinfectants, deodorants, deodorant blocks, restroom cleaners of all types, drain openers, floor sweeps and specialty items. The company also offers a dispenser for laundry and warewash products.

Contact: Craig Neely, National Sales Manager 214-278-1304

CARTHAGE CUP COMPANY

Booth 321

202 E. Whaley
Longview, TX 75606

Thermoformed plastic disposables: plastic cold cups and lids—3 oz., 5 oz., 7 oz., 9 oz., 10 oz., 12 oz., 14 oz. and 16 oz.; coffee service inserts and holders, 7 oz.; portion cups and lids—2 oz., 3/4 oz., 4 oz., 5 oz., printing capability; hotel/motel individually wrapped cups—translucent, white and clear.

Contact: Brent T. Abernathy, Sales 214-757-3673

CASCADES INDUSTRIES

Booth 438

P.O. Box 47158
Atlanta, GA 30362

Two ply and one ply bathroom tissue, paper towels—available in various stock and private label designs. Other products manufactured by the company include: corrugated medium, liner board, kraft paper, bleached kraft pulp, facial, wadding, napkin and carrier sheet stock, sanitary napkins, incontinent diapers, sterile dressings, moulded pulp egg boxes and trays.

Contact: Mickey Robertson, Vice President/Sales Division 800-241-4808, 404-448-3364

CELLUCAP MANUFACTURING COMPANY

Booth 734

4626 North 15th Street
Philadelphia, PA 19140

Disposable headware including overseas caps, chef hats, hairnets, tiaranets, bouffant caps (OR Style), shower caps, bump caps, ladies' headbands, koronets, utility caps.

Contact: John Twamley, Vice President/Sales 215-457-7900

CENTURY PACKAGING, INC.

Booth 905

600 Houze Way D.5
Roswell, GA 30076

Zippered garment bags - made in the U.S.A., as well as imported. Retail labels.

Contact: E.J. Wegener, President 404-998-8080, 707-778-1250

CERTIFIED INVESTMENTS

Booth 107

223 S. 6th Street
Griffin, GA 30223

We offer a complete variety of investment programs to fit the needs of all attendees, including IRA (U.S. Eagles now included), antique U.S. coins, gold and silver bullion, as well as related coins, mountings for same, antique and modern jewelry, investment stones, etc.

Contact: Marvin L. Goldstein, Owner 404-228-3173

CHAMPION INTERNATIONAL CORPORATION

Booth 305, 307

P.O. Box 271
Walden, NY 12586

Visit our booth for the latest in shopping bags and gift wrap designs.

Contact: Robert E. Costa, General Sales Manager 914-778-5511

CHICOPEE

Booth 606

317 George Street
New Brunswick, NJ 08901

The company has a wide variety of products, including STRETCH 'n DUST™ cleaning cloth, MASSLINN™ cleaning cloth and CHICOPEE dusting tools for your customers dusting needs. For industrial wiping there is CHICOPEE DURAWIPE™ and CHICOPEE soft cloth. BONLINN® wash cloth for the comfort and convenience of terry wash cloth. For foodservice wiping, CHIX® foodservice towel, FRESH GUY cloth towel and extra-large CHIX aprons/deluxe aprons.

Contact: Nick Hrinko, Product Director 1-800-TEL-CHIX

CLARK PAPER CONVERTING CORPORATION

Booth 825

1625 Potrero Avenue
South El Monte, CA 91733

The company will display paper toilet seat covers and dispensers.

Contact: Merle Sukut, Vice President 818-442-5652

CLEAR SHIELD NATIONAL, INC.

Booth 313

1175 South Wheeling Road
Wheeling, IL 60090

Manufacturers of retail and institutional plastic disposable cutlery, drinking straws and menu kits.

Contact: Keith Johnson, National Sales Manager 312-541-2900

BEN CLEMENTS & SONS, INC.

Booth 900, 902, 904

50 Ruta Court
South Hackensack, NJ 07606

TACH-IT tag attaching and joining division of Ben Clements & Sons, Inc. exhibiting new complete expanded line of polypropylene and nylon attachments including TANGL-PRUF tagging barbs, display HOOK-UPS, DUBL-HEADER security loops and cable ties. Hand held TACH-IT 2 and mini TACH-IT tagging guns, manual, electric and pneumatic tagging and joining equipment.

Contact: Stanley Clements 201-440-5500

COASTLINE PACKAGING, INC.

Booth 544

2574 N. University Drive
Sunrise, FL 33322

A complete line of domestic and imported retail packaging, sold exclusively through distributors. Coastline specializes in small minimum quantities. Products include patch handl-bags, poly-draws, drawstrings, garment rolls, high and low density merchandise bags, rigid handl-bags, shoppers, etc. The company also features exculsive "boutique bags," poly coated paper bags with rope handles.

Contact: Harvey Rosenbloom, President 800-327-8406

COMET PRODUCTS, INC.

Booth 533, 535

6 Stuart Road
Chelmsford, MA 01824

Exhibiting clear plastic disposable drinkware, dinnerware, stemware, portion cups and dessert dishes with lids, promotional tumblers, stock print and special print tumblers, tinted tumblers and dinnerware, retail packages, soft plastic clear unbreakable tumblers, hotel/motel wrapped room tumblers and dual-ovenable CPET trays

Contact: A. David Eklund, Vice President Food Service Sales 617-256-6551

COMFORT SANITARY PRODUCTS, INC.

Booth 907

5604 Stone Avenue
Cleveland, OH 44102

Sanitary napkins and tampons for both vending and retail. Vending machines for both sanitary napkins and tampons. Related washroom accessories and first aid kits.

Contact: Larry Frankel, President 800-321-2919

COMMODORE FOAM PRODUCTS

Booth 127

26 Maple Avenue
Holcomb, NY 14469

Manufacturers and consultants in polystyrene foam packaging. We produce stock lines of foam meat trays, foodservice and baked goods packaging in nine colors. Complete capabilities in custom design, engineering and production of specialty parts for food, foodservice and industrial packaging. Features new stock line of pie containers with clear dome lids and cake circles in six sizes.

Contact: Stephen R. Lamboy, Vice President Sales & Marketing 716-657-7004

CONTINENTAL EXTRUSION CORPORATION

Booth 800, 802

2 Endo Boulevard
Garden City, NY 11530

Complete line of plastic packaging for retailers: shopping bags, merchandise bags, patch handle bags and specialty bags. Also new paper shopping bags.

Contact: Ronald J. Basso, Vice President-Sales 516-832-8111

CORDAGE PACKAGING

Booth 441

85 Pioneer Boulevard
Springboro, OH 75607

A manufacturer of printed polyethylene bags and pressure sensitive labels, we accept orders from a minimum of 5000 bags or labels. Drawstring, drawpoly, roll over die cut handle, deli, litter style, doorknob hangers, merchandise and coupon bags are made in our factory every day.

Contact: Joseph Cannon, Sales Manager 713-743-9525

COTTO-WAXO COMPANY

Booth 221

2737 Papin Street
St Louis, MO 63103

Manufacturer of floor sweeping compounds since 1897: sanded oil base, gritless oil base and wax base. Cotto-Waxo sells only to janitorial, paper and industrial distributors. We ship direct or warehouse stock available in many cities.

Contact: David Bussen, President 314-664-3330, 800-992-3330

CREATIVE CONCEPTS

Booth 926

P.O. Box 758
Cerritos, CA 90702

Retail and promotional packaging: paper poly laminated four-color process printed rope handle bags called "Classic Image", special formulated "Stand Up" poly bags with rope handles called "Unique Shoppers", 250 minimum shopping bags printed in "Foil" or "Flexographic Inks" and Quick-Wrap "Gift Bags". Ask the BAG XPRT!

Contact: David J. Stinson, President 213-860-6133, 213-402-9967

THE CROWELL CORPORATION

Booth 714

Crowell Rd. at Harding Ave., P.O. Box 3227
Newport, DE 19804
See our ad page 74

The company will exhibit Samson, Newport, Newport Metric, and Tufftape brands of gummed sealing tapes, as well as CRO NEL® and NYVEL® cold seal packaging materials.

Contact: Jerome J. Kipnees, Vice President, Marketing 302-998-0557

THE CRYSTAL TISSUE COMPANY

Booth 431

P.O. Box 450
Middletown, OH 45042

The only complete line of wrapping tissues which is offered exclusively through paper distributors. Exciting new designer colors, stock prints, designer colored excelsior. Also waxed, plus waxed designer colors and white, and many industrial specialty grades.

Contact: William P. Glancy, Manager - Retail Packaging 513-423-0731

CYKLOP STRAPPING CORPORATION

Booth 427

Boot Road
Downingtown, PA 19335

The manufacturer will exhibit their line of manual and electronic gummed tape dispensers with an assortment of accessories and their EM-15 Elastic Cord Tying Machine.

Contact: Edward L. Minchew, Vice President Sales 215-873-0290

DART CONTAINER CORPORATION

Booth 630, 632, 634

500 Hogsback Road
Mason, MI 48854

Insulated foam plastic cups, containers and bowls; single service impact and foam plastic plates and bowls; foam plastic hinged lid trays; plastic cutlery; clear plastic glasses; thermoformed plastic cold cups and food containers; and custom and stock printed cups and containers.

Contact: B. Gordon Byron, Sales Manager 517-676-3800

DECKER TAPE PRODUCTS CO., INC.

Booth 914

6 Stewart Place
Fairfield, NJ 07006

A leading converter/printer of pressure sensitive tape. Decker Tape offers the distributor a complete line of paper, film, packaging, strapping, cloth, teflon, double-coated and other specialty tapes. These products, as well as other services, will be exhibited.

Contact: Jack Decker, Vice President 201-227-5350

THE DELEONE CORPORATION

Booth 131

459 N.W. Adler Street
Madras, OR 97741

Stock pressure sensitive labels: a new 16-page pictorial catalog in which most of the labels are in full color shown in miniature label dispensers; Tip-N-Tell and Drop-N-Tell indicators; stock and custom tags including shipping, inventory, furniture and sales price tags.

Contact: Samuel DeLeone, President 503-475-7246

DELTA PLASTICS CORP.

Booth 113

560 Ferry Street
Newark, NJ 07105

Custom in-line extruder and converter of true 100% linear low density film and bags, known as Deltuff 501. Suppliers of a wide range of sizes—8"–110", .0004–.008, used by almost every major industry. Savings realized of 35% or more, offering increased margins.

Contact: Sid Schwartz, Sales Manager 1-201-465-0266, 1-800-221-4863

DEXIDE, INC.

Booth 330

7509 Flagstone Drive
Fort Worth, TX 76118

The company will introduce Asepta Cell II, the only entirely disposable soap dispensing system on the market. Asepta Cell II eliminates dispenser containers, maintenance, mess and mechanical problems associated with other types of dispensers. Asepta Cell II is available with a mild lotion soap, an antibacterial soap or Ultradex, an antimicrobial surgical soap, to fit all your needs.

Contact: Jay Tims, Director of Marketing 817-589-1454

DISTRIBUTION RESOURCES COMPANY

Booth 100, 102

6061 So. Willow Drive #100
Englewood, CO 80111

SFD I and SFD II (System for Distributors) are fully integrated systems that automate much of the distribution function. SFD I is the entry level system suitable for smaller distributors; SFD II includes all features of SFD I plus additional capabilities. The programs help improve customer service, control inventory and cash flow, boost profits and increase productivity. Both programs include Sales Order Processing, Inventory Control, Purchase Order Processing, A/R, A/P and G/L. INVISION is an inventory management program for wholesale distributors designed to reduce inventory investment and the cost of purchasing while maintaining customer service.

Contact: Sherry A. Hinds, Marketing Manager 303-889-4500

DOUGLAS STEPHEN PLASTICS, INC.

Booth 538, 540

22-36 Green Street
Paterson, NJ 07509

We are a manufacturer of foodservice disposables, including microwaveable/ovenable containers, catering and party store supplies, ice cream dishes, vending products, dome and flat lids for aluminum, foam, paper, board and china, nacho trays, flatware and custom diet kits and other proprietary and custom products.

Contact: Eddie Toby, Vice President Sales 201-523-3030, 212-695-0661

DRACKETT PRODUCTS COMPANY

Booth 504, 506, 508

5020 Spring Grove Avenue
Cincinnati, OH 45232
See our ad page 161

The company will be exhibiting its nationally branded high quality items such as Windex, Endust, Behold, Maxi-Matic, Rinse-Matic, Maxi-Angler, Maxi-Lok, Drano, Vanish, Mr. Muscle Liq., Whistle Disinfectant Degreaser and Bissell. Dorex "Beer Clean" glass cleaner, mineral solvent, sanitizer; quality chemical products and accessory equipment for the food and beverage service industry.

Contact: Joseph E. Lemmel, Administrative Manager 513-632-1520

DUNI CORPORATION

Booth 807, 809

5300 N. Sherman Blvd.
Milwaukee, WI 53209

The company manufactures a complete line of fashion-colored products for the disposable tabletop market. Duni features tablecovers in DUNICEL and tissue/poly with coordinating two and three-ply tissue napkins, paper plates, placemats and hot/cold cups, all offered in an array of 20 fashion colors and available both plain and custom printed.

Contact: Steven M. Lefebvre, Senior Vice President/Marketing & Sales 414-464-4900

DURO BAG MANUFACTURING COMPANY

Booth 620

Davies & Oak Streets
Ludlow, KY 41016

Grocery bags and sacks, millinery and notion bags, waxed bags, carrier box bags, paper and plastic shoping bags and PLAST-T-SAKS.

Contact: Paul Feldman, Vice President of Sales 606-581-8200

ECO-LINE, DIVISION OF ECOLAB, INC.

Booth 804

Ecolab Center
St. Paul, MN 55102

The company manufactures and markets, through distributors, specialty cleaning products and equipment with an extensive line of warewashing, sanitation, laundry and housekeeping products for the foodservice and hospitality industries.

Contact: Stephen Pfeiffer, Vice President, Distributor Sales 612-293-2233

ECONOCO CORPORATION

Booth 617, 619, 621

300 Karin Lane
Hicksville, NY 11801
See our ad page 49

Complete line of gift wrap paper cutters, including single roll, two tier, three tier and the five roll revolving station; polished chrome polyethylene roll dispensing equipment; printed zippered vinyl garment covers; printed polyethylene garment bags; the "Misty" and "Super" steamers—commercial steamers for garments, drapery, furniture, fabric, etc.

Contact: J.M. Rosenberg, Vice President 516-935-7700

EDDIE GOODMAN COMPANY, INC.

Booth 309, 311

25 Bond Street
Haverhill, MA 01830

A manufacturer of laminated apparel boxes that are offered in standard and custom colors and sizes. Hot stamping and ink printing are done in-house. All apparel boxes are sold exclusively through distributors across the nation.

Contact: Joe Zarcaro, National Sales Manager 617-374-0555

EFFICIENT DATA PROCESSING

Booth 915

767 Deer Park Avenue
Dix Hills, NY 11746

A thoroughly integrated software package specifically for industrial paper distributors, featuring order entry, telemarketing, inventory control, sales analysis, purchasing, accounts receivable, accounts payable and general ledger. This system helps eliminate the problems commonly encountered by the paper industry, such as intricate customer pricing, profit tracking based on GTM, salesman performance and truck and driver analysis.

Contact: Melanie Besserman, Sales Manager 516-242-5700

EKCO PRODUCTS

Booth1007

777 Wheeling Road
Wheeling, IL 60090

The company manufactures disposable food containers made out of aluminum foil, clear plastic, ovenable paperboard and now a dual ovenable plastic. Ekco's full line of containers is designed to help merchandise food in retail bakeries and delis, supermarket bakeries and delis, restaurants, convenience stores, hospitals, volume feeding and vending.

Contact: Richard Kaelin, Vice President, Sales 312-459-1500

EPCO, INC.

Booth 1005

763 Waverly Street
Framingham, MA 01701

Frankfurt holders, disposable foil and laminated ashtrays, aluminum container lids, butterchips, ice cream dishes, pie wedge plates, sandwich and vending boards, barbecue oven trays, decorated window cake boxes, cookie boxes, foil cake circles, caterer's platters, foil laminated take-home boxes, custom die cuts and foil laminated specialties.

Contact: Robert Epstein, President 617-879-3630

EQUALITY/STRIBBONS

Booth 740

11 East 26th Street
New York, NY 10010
See our ad page 71

The company produces "Snap-On" gift package decorations which comprises the only complete available line of pre-tied elastic stretch loops designed to beautify and simplify gift packaging at low cost. Exciting metallic and fabric roses, carnations, starburst sprays, stretch cords, twisted cord, hot-stamped ribbon and foil gift cards are offered. There are many items for Christmas, such as metallic bells, candy canes, and metallic holly, poinsettas and holly with cone, all attached to a stretch loop for easy package decorating.

Contact: Melinda Scott, Sales Manager 212-532-3000

ERVING DISTRIBUTOR PRODUCTS/G-P

Booth 532, 534

1 Arch Street
Erving, MA 10344

Paper napkins, semi-crepe dispensers and bulk packaged 1-ply, single and multi-ply facial. Paper towels—singlefold, multifold, ceefold, hardwound roll and household roll. Banquet rolls, folded table covers, placemats and colored napkins. Industrial wipers, paper specialties, custom printed napkins, placemats. Tray covers, coasters, bathroom tissue and facial tissue.

Contact: Dennis Pfeiffer, Manager of Marketing Services 617-544-2711

FABIAN TAPING DISPENSER CORPORATION

Booth 731

1140 Broadway
New York, NY 10001

The company offers a complete line of tape, label and computer dispensers, along with a full line of bag sealers.

Contact: Nat Bello, General Manager 212-686-4344

FANA, INC.

Booth 910

1260 E. Woodland Avenue
Springfield, PA 19064

The company manufactures the FANA-85 heat-shrink gun and markets industrial packaging kits for the protection of large, irregular shaped objects for storage or transportation. These kits include all hardware and materials necessary to do the process, including WELD-RAP, a special blend shrink-film.

Contact: J. Anthony Seraphin, President 215-543-4810

FIRST IMPRESSIONS

Booth 121

383 Route 46 West
Fairfield, NJ 07006

Lodging amenities for hotels, inns, motels, resorts, suite hotels, etc., including shampoos, hand and body lotions, bath gels, mouthwash, shoe care products, soaps, razors, toothbrushes and shower caps. Complete stock and custom programs are available!

Contact: Anthony Marsico, Jr., President 800-367-1359, 201-256-2811 (NJ)

THE FONDA GROUP, INC.

Booth 716, 718, 720

1435 Morris Avenue
Union, NJ 07083
See our ad page 104

A full line of foodservice disposables featuring cups, plates, bowls, platters, food trays, containers and the finest custom printing in the industry. For more information, stop by our booth or contact your local Fonda representative.

Contact: Douglas B. Smith, Vice President, Marketing & Sales 201-964-0600

FOODSERVICE & PACKAGING INSTITUTE, INC.

Booth124

1025 Connecticut Ave., N.W., Suite 513
Washington, D.C. 20036

Formerly known as Single Service Institute, Inc., we are an association of responsible manufacturers of foodservice and packaging disposables. Our products include both paper and plastic cups, plates, containers, prepackaging trays, egg cartons, dual ovenable containers and lace paper doilies. We have been promoting the industry's products and protecting its interests since 1933.

Contact: Joseph W. Bow, CAE, Executive Vice President 202-347-0020

FORM FIT PLASTICS

Booth 925

100 Pleasant Street
Dracut, MA 01826
See our ad page 48

Manufacturers of thermoformed plastic lids and covers for aluminum foil containers, plastic containers for single service institutional use (schools and hospitals), trays and containers for in-store bakeries, produce trays, hinged and snap-on lid containers, custom forming capabilities for food and industrial packaging.

Contact: David Thrope, National Sales Manager 800-343-8238/617-957-2943 in (MA)

FORSTER MFG. CO., INC.

Booth 529, 531

P.O. Box 657
Wilton, ME 04294

Foodservice disposables—round and flat toothpicks, paper and cello wrapped toothpicks, toothpick dispensers, coffee stirrers, skewers, wood and plastic steak markers, cocktail forks, sandwich picks and cello frills; bulk plastic cutlery; plastic aprons, gloves and banquet rolls; brass, silver and stainless steel polishes. Health care disposables—tongue depressors, cotton-tipped applicators.

Contact: Donald B. Petersen, Division Sales Manager 800-341-7574

FRANKLIN DISPOSABLES, INC.

Booth 705

7100 Huntley Road
Columbus, OH 43229
See our ad page 98

The company is a supplier to the foodservice, restaurant, pharmaceutical and health care industries. The product line includes paper caps, nylon hairnets, chef hats, bouffant caps and beard restraints. Additional products are poly aprons, adult and children's bibs, gloves, boots, shower caps, doggie bags and Tyvek and Duraguard apparel.

Contact: Michael J. Love, Sales Manager 614-436-1216

FREEMAN PAPER COMPANY

Booth 1010

2954 Gross Street, P.O. Box 13006
Green Bay, WI 54307
See our ads pages 32/74

The company is exhibiting Sav-Lin brand white, colored and printed place mats, white and printed Sav-Lin bathmats, white and printed Sav-Lin tray covers, Sav-Lin cut size and banquet roll table covers, Nuptial brand and Sav-Lin brand facial napkins (white, colored and printed) Medexam examination rolls. Custom slitting and rewinding.

Contact: Larry Swanson, President 414-336-2072

GALLOS/DIAMOND PLASTICS

Booth 840

2500 Old Lexington Road
Winston-Salem, NC 27107

Disposable plastic glasses, plates, handled cups. Stock hotel/motel logos and custom printing. Disposable medical items.

Contact: Don Forrester, Vice President 919-784-8880

GENERAL PLASTICS CORPORATION

Booth 429

8900 Northwest 77th Court
Medley, FL 33152
See our ad page 15

The company supplies distributors nationwide, both industrial and consumer products. We extrude trash can liners in both LLDPE and HMW/HDPE film and also convert the films to manufacture plastic bags for the produce and newspaper industries. Randown and register printing is available on some products.

Contact: Carl Iannacone, National Accounts Manager 305-888-3555

GENPAK CORPORATION

Booth 738

P.O. Box 727
68 Warren Street
Glens Falls, NY 12801

The company will show: disposable, hinged polystyrene containers for carry-out; foam trays for meat, seafood, poultry, produce and fruit (trays are compatible with automatic wrapping equipment); aristocrat high impact plates and bowls in a full range of sizes, featuring non-absorbent, cut resistant surfaces and leak-proof construction.

Contact: Eva Donnelly, Administrative Assistant 518-798-9511

GEORGIA-PACIFIC CORPORATION

Island 625

133 Peachtree Street, NE
Atlanta, GA 30303
See our ads page 120

The firm's full line of quality Cormatic and standard washroom systems will be featured. Supported by comprehensive new advertising, literature and packaging, the G-P line includes a broad variety of paper towels, tissue, liquid soaps, air fresheners, toilet seat covers and industrial wipers which combine economy for every end-user application.

Contact: Donna M. Santoro, Director of Marketing/Commercial Products & Systems Division 203-656-6077, 203-656-6264

GIFT SALES COMPANY

Booth 624

P.O. Box 17082
Wichita, KS 67217

Deodorant block, wick deodorants, bowl mops, housekeeping chemicals, dust pans, deodorant screens, lobby pans, pumice sticks, gloves, bottles, sprayer pumps for bottles and drains, soap dispensers, faucets for drains, ash trays, mint absorbent, solvent.

Contact: Bill Myers, Owner 316-267-0671

GLENMARK INDUSTRIES, INC.

Booth 424

1100 Pidco Drive
Plymouth, IN 46563
See our ad page 17

The company is a manufacturer-converter of packaging supplies for the bakery-deli industry. We carry a complete line of items including folding cartons, pan liners, poly and wax bags, and corrugated items. Additionally, we are ready to custom design packaging. New items for Fall 1987 include trays and plastic domes.

Contact: Dave Lanier, Vice President Sales 219-936-2118

GLITTERWRAP, INC.

Booth 220

2050 Center Avenue
Fort Lee, NJ 07024

The firm is the major supplier of sheeted mylar and iridescent film in the United States. Merchandise is held in stock, ready for immediate delivery. Mylar and iridescent shred is also available in virtually every color of the rainbow.

Contact: Melinda Scott 201-461-4461

GO-JO INDUSTRIES, INC.

Booth 916

P.O. Box 991
Akron, OH 44309

The company features a full line of skin care products featuring "supplier-of-choice" concept. Creme cleaners feature new Go-Jo Plus and Pumice Plus. The DermaPro line offers a wide variety of cartridge lotion soaps and dispensing systems. New DermaLite powdered hand cleaner is the logical alternative to conventional powders. The 1800 series of bulk lotions offers the distributor a broad selection.

Contact: Kent Adams, Vice President, Marketing 216-920-8100

GOLD-DATA

Booth 644

429 Monaco Avenue
Union City, CA 94587

"GP" (Gross-Profit) distribution accounting software systems designed exclusively for paper product and janitorial supply distributors. Automates everything from order entry, over-the-counter invoicing through general ledger. Complete contract pricing and price books and OSHA warnings. Salesmen commissions can tie to profitability. Multiple costs! Unit of measure conversion programs allow multiple units of measure per item with automatic up charges and discounts.

Contact: Rick Goldstein, President 415-489-4146

HERITAGE BAG COMPANY

Booth 710

4434 McEwen Road
Dallas, TX 75244
See our ad page 73

Complete line of FDA food and utility bags, institutional can liners, right sack can liner system and printed contamination/infectious waste liners.

Contact: Fritz Popst, Executive Vice President 214-233-6130

HILEX POLY COMPANY, INC.

Booth 528, 530

6049 E. Slauson Avenue
Los Angeles, CA 90040

Manufacturers of high molecular weight high density poly retail merchandise bags. Offering Snappie T-shirt, patch handle and notion-millinery bags in either conventional hi-molecular hi-density or our new Ultri-Film. Serving the distributor with custom run orders in quantities ranging from 5M bags to the millions.

Contact: Sheldon Kritzer, Executive Vice President Sales 213-726-0909

HIMOLENE

Booth 739, 741

3731 Wilshire Boulevard, Suite 830
Los Angeles, CA 90010
See our ad page 39

We are the largest manufacturer of HMW-HDPE liners in North America with plants in Chicago, Los Angeles, Rutland and Vancouver. We will provide you with a progressive marketing package including sales meetings and joint end user calls to introduce our products, as well as educating your staff in our specialized presentation techniques.

Contact: Frank De Agostine, Vice President National Sales 213-389-3423

HOLLYWOOD RIBBON INDUSTRIES, INC.

Booth 122

3400 E. Medford Street
Los Angeles, CA 90063

The company manufactures a complete line of retail packaging products including ribbon, bows, acrylic yarn and tinsel cord. Ribbon includes both curling and flat in polypropylene, metallic, iridescent and printed finishes. Bows include star, pom-pom and notched hanks in polypropylene, metallic and iridescent finishes. All orders are shipped within 48 hours; prepaid on $400 or more.

Contact: Brian Fry, Sales Manager 800-457-7652 (outside CA), 213-266-0670

HOSPITAL SPECIALTY COMPANY

Booth 700

7501 Carnegie Avenue
Cleveland, OH 44103

The company manufacturers and distributes Gards® Feminine napkins, feminine napkin dispensers, stainless steel washroom accesories, disposable baby diapers, obsterical pads, toilet seat vendors, waste receptacles and liners. Hospital Specialty is the exclusive distribtor in the U.S. of Tampax® Tampons dispensed through vending machines. Tampax® is the registered trademark of Tambrands, Inc.

Contact: Morton L. Reitman, President 216-361-1230

IMPACT PRODUCTS

Booth 108

2840 Centennial Road
Toledo, OH 43617

The company offers a complete line of washroom accessories, soap dispensers, ash trays, dust pans, bottles and trigger sprayers, dispensing pumps, cleanup tools, gloves, promotional items and towel cabinets.

Contact: John Harbal, National Sales Manager, 419-841-2891

IMPERIAL CUP CORPORATION

Booth 608, 610, 612

808 Fontaine Street
Kenton, OH 43326

The company is the newest manufacturer of single service products for the foodservice industry. Imperial manufacturers a complete line of paper and plastic vending and manual over-the-counter cups and containers. A nationwide truck fleet provides direct delivery service to insure prompt and efficient deliveries.

Contact: David Kaplan, Vice President/Sales and Marketing, 419-673-0711

INDIANA CARTON COMPANY, INC.

Booth 527

Birkey & Bike Streets, P.O. Box 68
Bremen, IN 46506

Prestige, Bakers Pride, Artisto decorated cake, cookie and donut boxes. Carry-out items, one-piece cake and pie boxes, wholesale delivery boxes, window bakery and donut boxes, pizza boxes. Easy to set up; ideal for retail bakeries, from single stores to supermarkets to C-stores. Catalog available from Indiana Carton Company, Inc.

Contact: James Petty, Vice President Sales 1-800-348-2390

INLINE PLASTICS CORPORATION

Booth 216

40 Seemans Lane
Milford, CT 06460

The company features an ever expanding line of clear hinged, as well as two-piece containers to meet your packaging needs. Our patented Sure-lock™ locking mechanism and attractive containers assure the best presentation of your product. With our integrated pattern, tooling and manufacturing capabilities, we can offer you solutions to your packaging needs.

Contact: Danny Kalmanides, Product Manager, 203-878-8537

INOPAK, DIVISION OF ESSEX CHEMICAL CORP.

Booth 119

479 Route 17 N & Constantine Drive
Mahwah, NJ 07430

"Patented" line of soap dispensers with a "Line of Distinction" designer series available in gold, chrome, antiqued pewter, bronze and copper. Introducing a "Patented" soap dispensing valve in a disposable pouch. Soap products include hand lotion, heavy duty and health care. Exciting new line of air fresheners, also.

Contact: Thomas W. Jefferys, Vice President of Sales & Marketing, 201-529-2541

I.R. INDUSTRIES, INC.

Booth 645

200 Clearbrook Road
Elmsford, NY 10523

Manufacturers, converters and wholesalers of printed and unprinted carton sealing tape. Complete line PVC "Talking Tapes" will be shown. Introduction of "Econo Tapes", printed polypropylene product manufactured in Elmsford, NY. Full line of stock prints available both in PVC and PP. Includes "Made In America", "Made in USA" and "Seasons Greetings".

Contact: Irwin Ross, President 914-592-5173/800-631-4634

IVEX CORPORATION

Booth 929, 931

2200 Post Oak Blvd., Suite #402
Houston, TX 77056
See our ad page 43

With 15 North American locations, Ivex is a leading manufacturer/converter of paper and plastic packaging for the industrial, supermarket, bakery and fast food markets. OPS clear containers are produced with merchandising appeal for deli, bakery, produce and fast food applications. Paper products include: singleface corrugated rolls and specialties, shippers/mailers, cohesive coldseal packaging, recycled kraft/chip papers, embossed, laminated, reinforced and saturated waterproof papers. Protective poly masking for surface protection.

Contact: Larry G. Johnson, Vice President - Marketing & Sales 713-961-4062

JAMES RIVER AWAY FROM HOME

Island 201

One Bush Street; Room 1203
San Francisco, CA 94104
See our ad page 33

The company is a sales, marketing and manufacturing organization, producing paper towels, tissue, seat covers and napkins, along with industrial wipers. It provides a full range of products including unique dispensing systems, and a range of premium, value and economy products tailored to their individual distributor needs.

Contact: Mark Schwartz, Manager Marketing Communications 415-951-5037

JET PLASTICA INDUSTRIES, INC.

Booth 200, 202, 204

1100 Schwab Road
Hatfield, PA 19440

A nationwide producer of a full line of quality disposables. The company's complete line contains plastic tumblers, dinnerware, cutlery, straws, stirrers and foam cups, containers and bowls. These products are produced at two plant locations: Hatfield, (Phila.), PA, and Fowler (Fresno), CA. Several new items have been added to our line such as full size "Advantage" cutlery and matching mugs. A revised party colored cutlery program and coordinating stock prints are on display.

Contact: Pat Hanlon, National Sales & Marketing Manager 1-800-JET-WARE (Outside PA), 1-800-258-2715 (PA only)

KAISER ALUMINUM & CHEMICAL CORP.

Booth 120

300 Lakeside Drive
Oakland, CA 94643

Aluminum foodservice wraps and containers, roll foil, cut sheets, sandwich wraps and bags, foodservice film wrap. Disposable rigid foil containers, steam table pans, bakery pans, caterware, microwaveable containers.

Contact: C.G. (Chuck) Blanton, Regional Manager - Eastern 415-271-3110

KEYSTONE ADJUSTABLE CAP COMPANY, INC.

Booth 805

1591 Hylton Road
Pennsauken, NJ 08110

Save on paper caps, koronets, chef hats, aprons, or bouffant institutional caps, beard covers, "Classy Caps", flair-top chef hats, overseas caps, food handlers' caps, nylon hairnets, sleeves, shower caps, shoe covers, utility caps, "Servis" caps, tiarnets, flat-pak chef hats and printed painter's caps. Your "one-stop" line, manufactured by Keystone for more than 62 years. We created the world's first disposable sanitary headware line in 1925. Stop by our booth for your free commemorative painters cap.

Contact: Malcolm George, President 609-663-5740

KOLE INDUSTRIES

Booth 114, 116

3553 N.W. 50th Street
Miami, FL 33142

Corrugated storage, material handling and shipping products available to paper jobbers, industrial and material handling suppliers on a distributorship program. Products include corrugated parts, bins of all sizes and styles, toters, record storage file boxes, plus a full line of die cut mailing boxes.

Contact: Donald Sprague, General Manager 305-633-2556

LPS INDUSTRIES, INC.

Booth 317, 319

113 North 13th Street
Newark, NJ 07107
See our ad page 100

On display will be the newest additions of PRES-QUICK® pressure sensitive envelopes for use in the transportation and shipping market places. Also introducing a complete line of static eliminating packaging, heavy duty SPEEDY-PAX shipping room envelopes, specialty LOC-TOP® resealable zippered poly bags, and COMPU-STICK® pressure sensitive pin-feed labels.

Contact: Philip Pasqualone, Marketing Director 201-485-4400

LABEL AMERICA

Booth 227

5430 E. Ponce de Leon Avenue
Stone Mountain, GA 30083

Through paper merchants, the company markets Greaseproof insert straps and labels for the food industry. A new line of contemporary Greaseproof strap labels will be introduced in Atlanta. Label America will also display their extensive line of data processing labels, Primary labels for packaging and retail, and supermarket labels.

Contact: June Purcell, Sales 800-232-7833, 404-934-8040

R.J. LACHMAN, INC.

Booth 316

84 Modular Avenue
Commack, NY 11725

Gift wrap and decorative bags; 1st showing of "Tot'em" shoppers; gift bag line of sos and wine bags; new gift wrap designs; custom designs. All graphics produced rotogravure.

Contact: Bob Lachman, President 516-543-6400

LAMINATIONS CORP.

Booth 607, 609

2254 Harrison Road
Neenah, WI 54956

The company is a leader in the manufacturing of sturdy paper edge protection with calipers ranging from .060 to .500. Lengths from 2-1/2" to 288". Superb printing assists in unique merchandising benefits that are available to the users of the system. Trade names are VBOARD, VGUARD, FOAMBOARD, EDGEGUARD, UNIGUARD, CAUTION BOARD AND CONTOUR.

Contact: Joseph N. Maehl, Vice President Marketing 414-725-8368

LINPAC FLEXIBLE PACKAGING

Booth 542

5725 Commerce Boulevard
Morristown, TN 37814

High quality printed thick/thin retail plastic bags and grocery sacks with complete dispensing systems.

Contact: Chris Barton, Sales Manager 615-586-8917

LOCKWOOD ASSOCIATION, INC.

Booth 434, 436

4415 Piedras West
San Antonio, TX 78228

The company provides a computerized inventory control system for the wholesale paper distribution industry. From order entry to sales analysis to general ledger accounting, Lockwood's Automated Paper Distribution System (APDS) is a complete data processing system designed specifically for industrial paper merchants.

Contact: David W. Mayers, Account Manager 512-732-3787

3M TAPE & AUTOMOTIVE GROUP

Booth 525

3M Center
Building 220-7W-04
St. Paul, MN 55144
See our ad page 41

3M tapes, tape dispensers/applicators and box sealing equipment.

Contact: Thomas H. Richards, Distributor Relations Director 612-733-7600

MACAPLE CORPORATION

Booth 231, 233

551 Notre-Dame
Berthierville, Quebec, Canada JOK 1AO

Foodservice disposables and rotables for catering, institutions, gourmet stores and airlines. Silver plastic catertrays, hinged lunchboxes with clear tops, tray sets, dishracks, reusable plastic dinnerware and trays.

Contact: Gary Seligson, Manager, U.S. Operations 617-890-5471

MACK-ALLIED/ MACK-CHICAGO CORP.

Booth 643

1-02 26th Avenue
Long Island City, NY 11102

Designers and manufacturers of corrugated products, we stock a complete line of mailers featuring the "INDESTRUCTO", the world's greatest mailer. We can print in up to four colors and coat sheets for skin packaging.

Contact: Rick Hendrickson 718-932-1188

MANUFACTURERS REPRESENTATIVES OF AMERICA, INC.

Booth 130

P.O. Box 150229
Arlington, TX 76015

MRA is the 10-year-old national trade association of professional manufacturers representatives specializing in paper and plastic disposable products, as well as sanitary/cleaning maintenance products. Association staff members will be present in the booth during the show to handle inquiries. Copies of the newly published 1988-89 MRA Directory of Members will be available throughout the show.

Contact: William R. Bess, Administrative Director 817-465-5511

MARCAL PAPER MILLS

Booth 601, 603, 605

1 Market Street
Elmwood Park, NJ 07407
See our ad page 85

The company will be represented by its Service Product and Chicago Divisions marketing a line of towel and tissue products for the health care and foodservice markets.

Contact: David Shapiro, Vice President Service Products Division 201-796-4000

MARSH STENCIL MACHINE COMPANY

Booth 513, 515

707 East "B" Street
Belleville, IL 62222

Carton sealing and carton coding identification systems.

Contact: Reginald Lovejoy, Sales Manager 618-234-1122

MARYLAND PAPER BOX COMPANY

Booth 933, 935, 937

4545 Annapolis Road
Baltimore, MD 21227

The company is pleased to introduce its new line of paper shopping bags. With their newly installed equipment, Maryland is the only manufacturing plant in America fully integrated to produce gift boxes, shopping bags and giftwrap IN LINE and IN HOUSE. Our "single source" program offers distributors merchandising, freight and pricing advantages.

Contact: Malcolm D. Mahr, Chairman of the Board 301-789-1700

MARYLAND PLASTICS, INC.

Booth 702

251 E. Central Avenue
Federalsburg, MD 21632

Plastic cutlery in three grades available in bulk, wrapped, foodservice kits and retail packages offered in 15 colors of heavyweight cutlery.

Contact: George Nicoletos, Sales Manager 301-754-5566

MARVEL LIGHTING CORP.

Booth 801, 803

222 Bridge Plaza South
Fort Lee, NJ 07024
See our ad page 20

A domestic manufacturer, the company offers a full line of long-life light bulbs including incandescents, flourescents, mercury vapors, quartz, high and low pressure sodium lamps, and energy saving lamps. Through their unique filament support systems, Marvel bulbs stand up better to shock, vibration and abuse and last two to three times longer than standard bulbs.

Contact: Keith Deutsch, Marketing Manager 201-944-2313 or 800-631-1614 (Outside NJ)

MEDICAL DISPOSABLES

Booth 206

1165 Hayes Industrial Drive. P.O. Box 1181
Marietta, GA 30061

The company manufactures a complete line of disposable underpads, garment liners and adult briefs. Maxicare™, Polycare™ and Betacare™ are trade names for underpads. Handicare™ for garment liners, Ables™ for wing fold style briefs and Prime Time™ for the CONTOUR shape briefs.

Contact: Urban Mitchell, Vice President National Sales 404-422-3036

MERCANTILE DEVELOPMENT, INC.

Booth 742

925 Brewster St., P.O. Box 3961
Bridgeport, CT 06605

Converters of paper, non-woven and foodservice disposable wiping products for all types of industry. A specialized line of wiping products for high performance and economy. Specialized manufacturing and converting requirements are welcomed!

Contact: Frank Strassburger, Sales & Marketing Manager - Non-Wovens 203-334-8880

MIDWEST FILM CORPORATION

Booth 701, 703

6449 N. Lincoln Avenue
Lincolnwood, IL 60645

Paperene hi density merchandise bag, retail store plastic garment bags, low density merchandise bags (Deco Bags), low density reinforced patch handle bags (Le Patch), EZ-Load (Thick-Thin) bags. Also, toy bags in both hi and low density film

Contact: Jerry Rosenstein, Sales Manager 312-676-3200

MOBIL CHEMICAL COMPANY

Booth 517, 519, 521

1159 Pittsford/Victor Road
Pittsford, NY 14534
See our ad pages 9–12

The company is presenting a full line of foodservice disposables and a wide variety of low density and high density waste can liners. The food packaging group offers a full line of foam trays and food bags, including the Marketote grocery bag. The industrial group has a full line of rotary film and handwrap. The newest entry into the foodservice and food packaging business is the growing line of clear containers.

Contact: Gary W. Wattie, Market Development Manager 716-248-1329

MOSER BAG & PAPER COMPANY

Booth 732

3049 East 55th Street
Cleveland, OH 44127

"BREE-Thru" panel bags, "POLY-TOPP" bakery bags, printed and unprinted waxed bakery bags, stock and custom printed bags: glassine, duplex (doggie, donut and nut meat), popcorn, pizza, submarine, drive-in (DW and foil), insulated foil, MG and waxed bread bags (stock printed and plain), foil garlic, sanitary napkin disposal, motel-hotel and drug store prescription.

Contact: Ted W. Welles, President 216-341-4111

MULCO INDUSTRIES

Booth 217, 219

P.O. Box 1108
Mulberry, FL 33860

The company manufactures a compete line of plastic drinking cups, souffles and deli containers. All are available with the Mulco snap-on-lid. Custom imprinting is available on all Mulco containers and deli container lids. Foam cups, paper souffles, hotel-motel wrapped cups and conical cups complete the one-stop disposable foodservice line. Mulco—first in quality and innovation—is always at your service.

Contact: Michael J. Miller, National Sales Manager 813-425-5531

MUTUAL PAPER COMPANY

Booth 819, 821

202 Coffey Street
Brooklyn, NY 11231

The company sells industrial wrapping and specialty papers for re-sale through distributors only. Items include Wolf Head poly twine, Carefree colored wrapping tissue, Imperial #1MF tissue and a full line of #2, #3 and anti-tarnish tissues. We are master distributors for Jiffy Packaging and Sealed Air Corp. and we stock a full line of shipping and packaging supplies.

Contact: Doris Rubin, Vice President, Sales 718-858-9000

NATIONAL DISTRIBUTORS, INC.

Booth 1004

P.O. Box 2244 - 1047 Florida Street
Memphis, TN 38101

Quality twine, rope and cordage products for two generations.

Contact: Bruce Friedman, President 800-238-7290, 901-774-5217

NATIONAL PAPER TRADE ASSOCIATION, INC.

Registration Area

111 Great Neck Road
Great Neck, NY 11021

NPTA is the only international organization of paper wholesalers and distributors. The Association will have on display its many publications and services to members. In addition, a video screening room will be available to view any of the NPTA video tape programs.

Contact: John J. Buckley, Jr., President 516-829-3070

NATIONAL POLY PRODUCTS

Booth 1002

P.O. Box 1180
Mankato, MN 56001

Full line manufacturer of disposable polyethylene gloves, aprons (more than 25 options), lobster and spaghetti bibs, doggie bags, boots and locker wrap. Party supplies consisting of pebble embossed banquet rolls (40"X300'), heavy duty taffeta embossed table covers in 23 colors, 54"X108", 40"X150', 84" round and table skirts.

Contact: Neil A. Smeaton, Sales/Product Manager 1-800-533-0440 (Mankato), 1-800-328-8322 (Minneapolis)

NICE-PAK PRODUCTS

Booth 911

Two Nice-Pak Park
Orangeburg, NY 10962

Wet-Nap Moist Towelettes, Nice-Pak and leading hotel amenities, foodservice pre-packs for fast food carry-out service, school feeding kits, baby wipes, adult personal cleansing wipes and Ora-Cup (instant mouthwash in a cup).

Contact: Cliff Roher, Vice President, Sales & Marketing 914-365-1700

NIFTY PACKAGING PRODUCTS

Booth 638

4 Jocama Blvd.
Old Bridge, NJ 08857
See our ad page 114

The company is a manufacturer of a comprehensive line of shipping room supplies. These products include pressure-sensitive tape and dispensers, stretch film, plastic strapping and tools, packing list envelopes, pocket tape, stencils, marking pens and Squeeze-It™ featuring Almost Tape™.

Contact: Rhoda Goetz 201-591-1140, 1-800-631-2172

NORTH ALABAMA INDUSTRIAL DEVELOPMENT ASSN.

Booth 218

P.O. Box 1668
Decatur, AL 35602
See our ad page 96

The Association is a non-profit economic development organization representing a 12-county North Alabama region served by the TVA electric power system. We assist interested companies in locating communities, sites or buildings that would fit their needs for branch manufacturing, distribution or related facilities. Services are provided on a confidential basis at no charge.

Contact: David G. Thornell, Associate Director 205-353-9450

NYMAN MANUFACTURING COMPANY

Booth 503

275 Ferris Avenue
East Providence, RI 02916
See our ad page 75

The company is a single-use foodservice specialist with more than 50 years experience in the industry. Nyman produces hot and cold drink paper cups in addition to plastic cups and dinnerware in a full range of sizes, pattterns and styles to meet every single-service need.

Contact: John R. Foley, Vice President Director of Marketing 401-438-3410

ODYSSEY PACKAGING, INC.

Booth 649

71 Remington Blvd.
Ronkonkoma, NY 11779

We specialize in custom printing and converting of patch handle bags and budget merchandise bags. Our quality and service speak for themselves. We don't make promises—WE DELIVER!

Contact: Jerry Berns, Vice President-Sales 516-981-4422

C.M. OFFRAY & SON, INC.

Booth 832

Rt. 24, P.O. Box 601
Chester, NJ 07930

The company is a manufacturer of fine woven ribbons and craft "cut edge" ribbons in a complete range of colors and widths. Ribbons from Offray are perfect wrappings for every holiday and special occasion. The Offray ribbon line includes lustrous satins, novelty textures, weaves, timely prints and patterns in coordinating colors.

Contact: Barry Sokol, Vice President and Sales Manager, Craft and Floral Division 201-879-4700

OMEGA PLASTICS CORP.

Booth 115

P.O. Box 744, Page & Schuyler Avenues
Lyndhurst, NJ 07071

Manufacturers of polyethylene products for the supermarket, food, retail and garment trades. Products include U-Bag-Its, T-shirt bags, Wet Paks, meat and poultry bags, can liners, opaque and clear garment bags.

Contact: J. Nick Mitchell, Sales Manager 800-631-7107

PAPER MANUFACTURERS COMPANY

Booth 225

24 Triangle Park Drive
Cincinnati, OH 45246

The company produces a comprehensive line of rolled and folded paper products which may be custom printed, punched or perforated to meet customer requirements. Accufax brand and Perfection brand includes paper products for most types of facsimile, teleprinter, copy boards, point-of-sale terminals/cash registers, banking equipment and general office business machines.

Contact: James P. Selm, Director of Marketing 513-772-5057

PEACOCK PRODUCTS

Booth 228, 229

48 Woodbine Street
Bergenfield, NJ 07621

Printed (customized) carton sealing tapes in lightweight and industrial strengths. Custom printed tapes as little as 18 rolls per order in 2"X55 yards and up. Sales to distributors only.

Contact: Eric Langslet, Vice President 201-385-5585

PIONEER GIFT WRAP

Booth 709

2939 Vail Avenue
Los Angeles, CA 90040

Distinctive gift wrap for every wrapping need. Put-ups from resale rolls to reams in stock catalog designs and custom print. Something new every year—see our designer line and executive gift packs. Prompt and dependable service—think Pioneer.

Contact: W.R. (Bill) Lake, III, Marketing Manager 800-423-4192 (outside CA), 800-826-8468 (CA only)

PLASTICS, INC.

Booth 626, 628

P.O. Box 64610
St. Paul, MN 55164

A member of the Newell Group, Plastics Inc. is a recognized leader in the design of single-service beverageware and dinnerware, Gourmet to Go carry-out system, Microproof™ and Hi-Heat™ dual ovenable dinnerware, fluted Prestige and etched Scrollware® servingware. Plastics Inc. also custom designs and custom prints beverageware.

Contact: Alex Graye, National Sales Manager 612-227-7371, 800-752-7462

PLYMOUTH RUBBER COMPANY, INC.

Booth 611

104 Revere Street
Canton, MA 02021

We provide rubber bands for all your customers' bundling requirements which include color coding, produce applications, office, school and manufacturing.

Contact: John Kuhn, National Sales Manager 617-821-1470

POLAR PLASTICS MFG., LTD.

Booth 813, 815

480 Daniels Drive
Allentown, PA 18051

See our ad page 55

Featuring Polar XL, North America's newest line of crystal tumblers, cocktail glasses and dessert dishes. Polar also manufactures a comprehensive line of quality plastic disposables for the foodservice industry, including four grades of tableware, POLARONDE impact dinnerware, POLARIS plastic cups, and POLARPAC containers for food take-out and merchandising.

Contact: William A. Clark, Vice President - Sales and Marketing 215-398-7400

POLYPLAST GROUP, INC. - UNITED BRANDS COMPANY

Booth 318

9210 N.W. 12th Street
Miami, FL 33172

Featuring POLIPAK, thermoformed deli containers, cups and plates. Polyplast also has several film plants throughout the world that manufacture headed polybags, ice bags, produce bags on a roll, T-shirt bags, deli bags, etc. We specialize in custom printed orders. Drop shipments all over the U.S. and Caribbean.

Contact: Gilbert Worthington, Marketing Manager 305-592-8009, 800-443-3690

POLYVINYL FILMS INC.

Booth 614

Depot Street
Wilkinsonville, MA 01590

The company is a manufacturer of a full line of PVC foodservice films and consumer food wraps. This year we will feature our new poly gloves and aprons, as well as our fine retail product, "Stretch-tite." Stop by the booth and see Whitey for a real show special!

Contact: Jim Baldwin, Vice President Sales 617-865-3558

PRES-ON PRODUCTS, INC., TAPE & GASKETING DIVISION

Booth 110

21 Factory Road
Addison, IL 60101

Gasketing tapes available in polyurethane foam, vinyl foam, felt, cork, sponge rubber, neoprene foam, cork/rubber and polyethylene foam. These pressure-sensitive, adhesive-coated materials are available in rolls of various thicknesses and widths, or can be supplied die cut to specifications.

Contact: Tom Cummins, Vice President Sales 312-628-2255, 800-323-7467

PRIMEPAK

Booth 920

133 Cedar Lane
Teaneck, NJ 07666

We offer a full line of polyethylene products from industrial to retail, such as stretch film, produce roll bags, T-shirt carrier bags, garment bags, toy bags, stock poly bags, printed produce bags, merchandise bags and specialty bags. Available in low-density, linear low-density and hi density.

Contact: Anthony Bellizzi, Sales Manager 201-836-5060

PRINTWRAP SALES, INC.

Booth 913

8900 Directors Row
Dallas, TX 75249

Converters of specialty giftwraps with six-color printing capability. Giftwraps are marketed through distributors nationwide. We do custom printing on a 12 ream minimum basis. Pioneers of matte-finish giftwrap, marketed as our Printsuede line, we have the largest selection of gloss solid colors in the industry.

Contact: C.T. Alexander, General Manager 214-638-1894

PROTECTO, INC.

Booth 440

20470 Walnut Drive
Walnut, CA 91789

The company manufactures a complete line of sanitary, disposable paper toilet seat covers and dispensers. Seat cover types include half-fold, quarter-fold, eight-fold and roll styles, all made from pure, virgin pulp. Dispensers are available in a wide variety, including styrene plastic, painted metal, mirror chrome and brushed chrome.

Contact: S.E. Willoughby, President 818-965-5988

QUALITAD

Booth 812

Quality Lane, P.O. Box 681
Rutland, VT 05701

QUALI-DINE is a line of table-ready carry-out platters and bowl-shaped containers with patented closures having a secure recess locking rim which prevents "brush-off." Containers have spoonable bottoms, and are attractive enough for the table and tough enough for microwave reheating.

Contact: Andrew Bernhardt, Vice President 802-773-9141.

REGAL POLY-PAK

Booth 604

125 Spagnoli Road
Melville, NY 11747

Manufacturers of the most diverse line of plastic packaging in the industry. Our catalog lists not only 20 styles of bags, but also an "alternative" package, to allow the customer a choice of product and price. We now offer 15 poly colors and over 50 exciting inks in both gloss and matte finish.

Contact: Ken Trottere, National Sales Manager 516-293-6767

REXFORD PAPER COMPANY

Booth 223

3100 W. Mill Road
Milwaukee, WI 53209

The company supplies a full line of carton sealing tapes which include paper and reinforced gummed tapes, presssure sensitive and filament tapes, distributed exclusively through merchants. Rexford also offers a wide variety of specialty tapes including a complete line of stripping tapes. Rexford's brand names Redcore, Lok-A-Box, Safe-T-Seal, Master Loc and Rexford Reinforced are widely known throughout the country.

Contact: Doug Hoyt, Sales Service Administrator 414-352-1221

RIXIE PAPER PRODUCTS, INC.

Booth 745

H & Quinter Streets
Pottstown, PA 19464
See our ads pages 94 – 95

Let Rixie add color to your line. We specialize in the production of high-quality custom-designed coasters. We print up to four colors in a variety of sizes and shapes. Our materials include Cupkin and Budgetboard, available in both white and vanilla stock and pulpboard in both 35 pt. and 45 pt. thicknesses.

Contact: Gregory A. Krasnick, Vice President, Marketing 215-323-9220

ROADNET TECHNOLOGIES, INC.

Booth 707

10540 York Road
Hunt Valley, MD 21030

A United Parcel Service Company, we provide a distribution management system for vehicle routing and scheduling. Roadnet is a delivery planning system with primary focus on customer service, driver productivity and distribution cost management. Specifically, it is a micro-based workstation that uses state-of-the-art algorithmic software to compute least cost delivery sequence and vehicle loading. When used as a tool by the router, Roadnet can lead to savings of 5-10% of the current delivery expense, and usually pays for itself in the first year.

Contact: Rick Branan, National Sales and Marketing Manager 301-628-8070

ROBBIE MANUFACTURING, INC.

Booth 919, 921

10810 Mid America Avenue
Lenexa, KS 66219

Perforated to tear packaging films (cling, shrink and stretch) and related packaging equipment. Printed supermarket films including 2" PromoBands and adaption equipment. Other stock printed films: hotel/motel glass covers, stock print bakery designs and holiday designs.

Contact: Larry R. Kitsmiller, Vice President, Sales & Marketing 913-492-3400

ROCHESTER MIDLAND CORPORATION

Booth 640

333 Hollenbeck Street
Rochester, NY 14621

The company sells Stayfree sanitary napkins, Playtex tampons and Carefree panty shields for vending machine use. We also sell vending machines, disposal units and wax paper liners for the disposal units.

Contact: James L. Kerr, Vice President 716-266-2250

ROCKWELL CHEMICAL, INC.

Booth 543

196 West Railway Avenue
Paterson, NJ 07503

The company manufactures a complete line of T-shirt bags, merchandise bags, produce rolls, cold pack, meat film and trash can liners, as well as specialty items. Printing of the highest quality is available on most items.

Contact: Scott Brown, National Sales Manager 201-523-9335

RYDER TRUCK RENTAL, INC.

Booth 747, 749

3600 N.W. 82nd Avenue
Miami, FL 33166

Among the services Ryder provides are full-service truck leasing, programmed maintenance, commercial truck rental, fleet management, dedicated contract carriage, full truckload common carriage and one way truck rentals.

Contact: Gayle Hargrove, Corporate Convention Manager 305-593-4507

SBS PRODUCTS, INC.

Booth 642

302 Waller Street
Saginaw, MI 48602
See our ad page 88

The company manufactures professional skin care products consisting of waterless skin cleansers, medicated skin creams and lotions, protective creams, lotion deodorant soaps and cleansers, bar soaps, vegetable and borax based powder soaps, as well as a complete line of dispensers.

Contact: Robert Blasko, Executive Vice President 517-799-4941

SCM ALLIED PAPER INCORPORATED

Booth 324, 326

P.O. Box 125, W.C. Branch
Dayton, OH 45449
See our ad page 91

The company is the largest manufacturer of computer printer paper (stock forms) for the resale marketplace. Information will be available on our comprehensive line of more than 165 stock forms—the largest selection in the industry. The continuous forms, compatible with all popular printers, are available from 32 distribution centers coast-to-coast.

Contact: Roger Walker, National Sales Manager 513-866-7421

SQP, INC.

Booth 906

602 Potential Parkway
Scotia, NY 12302

SQP will display thermoformed polystyrene tumblers, poly coated board food dishes, butter chips, food server plates, hot dog holders and wire handle food pails; interfold, novelty printed and coreless toilet tissue; paper napkins.

Contact: Bernard Schachter, President 518-374-0770, 800-342-6110 (in NY), 800-833-4753 (outside NY)

SAF-T-COTE, DIVISION OF TROJAN, INC.

Booth 128

Old Owingsville Road, P.O. Box 67
Mount Sterling, KY 40353

SAF-T COTE lamps are designed to replace regular fluorescent lamps that are used in conjunction with tube guards and end caps. They are ideal to use anywhere food is prepared, processed or served. The protective coating contains virtually all glass fragments and harmful gases. Available in a wide variety of sizes and colors.

Contact: Don Ensor, Sales 1-800-548-0900, 606-498-0528

SANDUSKY PLASTICS, INC.

Booth 811

400 Broadway
Sandusky, OH 44870

We offer a compete line of deli containers and lids, colored containers with clear or translucent lids, clear containers and printing on all containers and lids.

Contact: Jay Mulligan, Vice President/Sales 413-596-6823

SANEK INTERNATIONAL, INC.

Booth 918

5037 Pine Creek Drive
Westerville, OH 43081

Poly bags, produce rolls, merchandise bags, food bags, trash bags, newspaper bags and door knob bags. Twelve regional warehouses from Maine to Los Angeles. Overnight service on stock items.

Contact: Frank T. Cannon, Sr., President 614-890-0343

SAN JAMAR, INC.

Booth 323

969 Koopman Lane
Elkhorn, WI 53121

Manufacturer of "Grif-Ho" product line of dispensers for disposable paper/plastic/foam products. Includes dispensers for paper, plastic and foam cups, napkins, roll and folded tissue, roll and folded towels and cup lids.

Contact: Paul Omdoll, Vice President, Sales/Marketing 414-723-6133

I. SCHNEID, INC.

Booth 939

1429 Fairmont Avenue, N.W.
Atlanta, GA 30381

The company is dedicated to manufacturing the highest quality industrial and institutional chemicals for the choosy distributor who wants to promote private label under his name. Teamwork is the key to our success from product research and development to customer support, assuring complete user satisfaction.

Contact: George Bauer, Sales Manager 404-351-4705

SCICOM DATA SERVICES, LTD.

Booth 545

10101 Bren Road East
Minnetonka, MN 55343
See our ad page 50

PERFORMANCE 200 is SCICOM's price book system for fine paper merchants. It is an attractive, timely, market-oriented book designed to help you sell more paper. PERFORMANCE 90 is SCICOM's complete data processing system for fine and industrial paper merchants and the result of 16 years experience in your industry.

Contact: Scott Bertas, Marketing Vice President 1-800-328-6746

SCOTT PAPER COMPANY

Island 409

Scott Plaza One
Philadelphia, PA 19113
See our ad pages 148–149

Scott, Hoffmaster and Sani-Fresh will join together in one large booth. The booth will focus on distinctive products and systems related to personal care and cleaning, wipers and foodservice which are designed for specific end market segments. Representatives will be on hand to present these systems and answer questions.

Contact: William D. Jackson, Human Resource Development Manager 215-522-5035

SEALRIGHT CO., INC.

Booth 600, 602

8330 Ward Parkway
Kansas City, MO 64114

Plastic coated paperboard Nestyle® containers in 8, 12, 16, 32 oz. and half-gallon sizes for carry-out food containers, hospital specimen cups, fish bait containers, ice buckets, ice cream containers, cookie containers, finger food containers and other moist food containers.

Contact: Arlen Kinville, Administrative Sales Manager 816-926-2000

SENTINEL FOAM PRODUCTS

Booth 838

130 North Street
Hyannis, MA 02601

The company, a Division of Packaging Industries Group, Inc., will display its industrial packaging products, along with a large assortment of mailing envelopes, lightweight foams, bubble cushioning materials and specialty products of film laminated to foam, heavy density foams and applied fabrics to foam.

Contact: Richard P. Giberti, Vice President of Sales 617-775-5220

SHAMROCK GIFT WRAP & THE CATTY COLLECTION

Booth 328

724 South Elm Street, P.O. Box 16247
Greensboro, NC 27416

The company offers a diverse selection of both paper and foil counter roll gift wraps for the retail packaging specialist and the general line paper distributor. With both rotogravure and flexographic printing, SHAMROCK/CATTY is an industry leader in the manufacturing and converting of wholesale gift wrap products.

Contact: Charles E. Fetter, Jr., Vice President, Director of Marketing 1-800-334-8982, 919-275-6388

SHAR LEE PACKAGING/ EUROBAGS

Booth 927

18250 Harwood Avenue
Homewood, IL 60430

Fine packaging for retail stores; small quantity printing; distinctive paper and poly products.

Contact: Henry G. Lorsch, Vice President 312-798-7188

SHERRI CUP , INC.

Booth 808

245 Old Brickyard Lane
Kensington, CT 06037
See our ad page 86

Manufacturer of quality paper hot cups, food containers and ice cream containers.

Contact: Wayne T. Meadowcroft, National Sales Manager 203-828-6338

SHUFORD MILLS SPECIAL PRODUCTS DIVISION

Booth 842

Highland Avenue & 15th Street N.E.
Hickory, NC 28601

The Special Products Division offers a complete line of slit film polypropylene, polyester/cotton and 100% polyester twines for machine and hand tying applications. With distribution points strategically located throughout the U.S., we can respond quickly and efficiently to our valued customers. Special Products supports the "Crafted With Pride in the U.S.A." campaign.

Contact: Steve Bowman, Sales & Marketing Manager 704-328-2131

SHUFORD MILLS TAPE DIVISION

Booth 430

Highland Avenue & 15th Street N.E.
Hickory, NC 28601

On display will be the Shurtape complete line of pressure sensitive products, including masking, paper and film packaging, printable, strapping, protective, cloth, foil, double coated and adhesive transfer, nuclear, electrical and flame retardant tapes.

Contact: Dave Taylor, Vice President Sales & Marketing 704-322-2700.

SOLO CUP COMPANY

Booth 420, 422

1700 Old Deerfield Road
Highland Park, IL 60035
See our ad page 69

Solo manufactures a complete line of quality paper, plastic and foam beverage and foodservice disposables. These include service dinnerware, souffle cups, popcorn and fries cups and deli containers.

Contact: D.J. Wolfe, Director of Sales 312-831-4800

SOUTHERN CHAMPION TRAY COMPANY

Booth 1000, 1001

Compress Street
Chattanooga, TN 37405

A manufacturer of folding cartons and more than 200 stock boxes, we provide delivery in 35 states monthly on company pool trucks. Stock boxes include bakery, automatic bakery window, donut, pizza (plain and stock print), food trays, patty/meat, popcorn, sausage and stationery. Custom carton manufacturing and printing.

Contact: Dave Deeg, Sales Manager 615-756-5121

SPRINGPRINT/MEDALLION DIVISION

Booth 605

504 W. Euclid Avenue
Springfield, OH 45506
See our ad page 106

The company will introduce a newly merged line of quality stock and custom print placemats, napkins and table top presentations for the food service markets.

Contact: Earle Fincher, Director of Sales 513-324-5633

ST. CLAIR PAKWELL MFG., INC.

Booth 744, 746

120 25th Avenue
Bellwood, IL 60104

The company manufactures a full line of retail packaging products including paper bags and boxes, high density poly bags, paper shopping bags and giftwrap. We specialize in low minimum, enhanced graphic retail packaging, with four-color process printing available on all products. New products being introduced: paper shopping bags and high density handle bags.

Contact: John Timberlake, Marketing Manager 312-547-7500

STANDARD CAP & SEAL

Booth 320

3150 Clinton Court
Norcross, GA 30071

We produce STANCAPS, sanitary paperboard glassware covers used by hotels, restaurants and health care markets for sanitary glassware protection. These covers are available in 45 different sizes, either unprinted or printed with a custom logo. Sizes are available for disposable plastic tumblers. Call or write for a free sizing kit and printed samples.

Contact: Larry Southard, National Sales Manager 404-476-9088

STANDARD PAPER SOFTWARE MARKETING CORP.

Booth 1008, 1009

180 Lyman Street
Springfield, MA 01103
See our ad page 31

The Standard Paper SP/DP Distributor Package offers the most complete and effective software package for the paper distributor. SP/DP helps a paper distributor buy right, sell smart and control investment. It helps manage pricing, increase gross trading margins up to 2 1/2% and can help cut inventory by up to 20%. Written by a paper merchant and used by more paper merchants than any other package software product, it is the leader and innovator in the industry.

Contact: Edward L. Mazer, President 413-736-1000

STERLING PAPER COMPANY

Booth 509, 511

2155 E. Castor Avenue
Philadelphia, PA 19134

Boxes: cake, pastry, doughnut, pizza, sausage, steak, cookie, chicken, clothing. Trays: food, doughnut, carry-out, cheese. Pails: food and ice cream. Plates: bulk and packaged.

Contact: Suzanne S. Faigen, Vice President 215-744-5350

STEVENS & THOMPSON PAPER COMPANY

Booth 1006

Mill Road
Greenwich, NY 12834

The company will exhibit their complete line of industrial bathroom tissues and towels. This will include their Valley Tissue and Buddy Towels. They will also feature a line of resale bathroom tissue and towels featured under their SOFT-SPUN and DOWNY labels.

Contact: William Gnatek, Vice President 518-692-2211

STONE CONTAINER CORPORATION

Booth 426

Arnold Drive
Huntington, NY 11743
See our ad page 89

The company offers a complete line of products that include paper merchandise bags, grocery bags and sacks, specialty clay coated bags, square or pinch bottom. Plastic high density merchandise bags with or without die cut handles; LLD die cut, patch handle, draw tape, toy, and comforter bags; corrugated pizza boxes and wrapping kraft.

Contact: Sanford W. Le Vine, General Manager/Eastern Region 516-271-8100

SUPREME LIGHTING CORPORATION

Booth 211, 213

122 East Laurel Street
Mullins, SC 29574
See our ad page 102

A domestic manufacturer of Long Life light bulbs and fluorescent tubes, Supreme features 5000 hour, brass base, 130 volt bulbs with 10 distribution centers across the country.

Contact: Gary Siegal, President 800-922-6693, 800-221-1573

SUPREME POLY PRODUCTS, INC.

Booth 222

299 Meserole Street
Brooklyn, NY 11206

Specializing in small and large runs of retail bags, sold exclusively through distributors. Products include plastic shopping bags, patch bags, cotton and poly drawstring T-shirt bags, thick-thin bags, high density and low density merchandise bags, poly tissue.

Contact: Alan Sands, Sales Manager 718-456-9300

SURREY INDUSTRIES

Booth 322

155 Miles Standish Blvd.
Tawton, MA 02780

The company brings significant new capacity to the plastic, T-style grocery and retail sack markets. We offer both high molecular weight density and blended L.D. bags, custom printed with up to four colors, as well as stock and seasonal prints in our distributor program.

Contact: Alex F. Vaicunas, Vice President, Marketing 617-824-8636

TABLE MATE PRODUCTS, INC.

Booth 748

2150 Oxford Road
Des Plaines, IL 60018

The company is a converter of plastic banquet rolls, tablecovers, table skirts and flame-retardant, non-woven fabric products. We are manufacturers and master distributors of catering specialties and "cash and carry" store party supplies.

Contact: Gilbert Lawson, Vice President, Marketing 800-323-1532, 312-827-5600 (in IL)

TEXIZE, DIVISION OF DOW CONSUMER PRODUCTS, INC.

Booth 639, 641

P.O. Box 368
Greenville, SC 29602
See our ad page 77

The company is well-known for its wide-range of products: FANTASTIK, JANITOR IN A DRUM, GLASS PLUS, WOOD PLUS, PINE POWER, K2R SPOT-LIFTER —that effectively clean surfaces and materials of the modern world. Now their time tested performance gives you increased profit opportunities with economical commercial sizes.

Contact: Lee Obbink, National Sales Manager 800-342-5839

TIME PRODUCTS/APOLLO INDUSTRIES, INC.

Booth 814

3180 Browns Mill Rd., S.E.
Atlanta, GA 30354

The company specializes in manufacturing quality *private label* planning products for the profit minded distributor. Present product line consists of: Housekeeping Products—aerosol products, drain openers, bowl cleaners, floor & wall cleaners, wax strippers and scouring cleansers; Pot and Pan Detergents—liquid & spray dried beads; machine warewashing; laundry products; and, specialty cleaners.

Contact: Earl Blough, President, 404-767-7526.

TRANS TECH SERVICES, INC.

Booth 806

4309 Hacienda Drive, Suite 490
Pleasanton, CA 94566

ROUTE/Control™ is an interactive routing and scheduling system which reduces costs by planning and controlling driver operations of a private fleet. The system builds stop-for-stop driver schedules and displays the results on a graphic map display. route/MANAGER™ provides comprehensive reports covering the total driver operation and is a computer communications interface to Tripmaster®. route/MANAGER provides work standards, exception reports (actual vs. plan analysis), and Trend Analysis of operating data.

Contact: Tony Black, Vice President of Sales 415-463-1400

UNGER ENTERPRISES, INC.

Booth 909

22 S. 6th Avenue
Mt. Vernon, NY 10550

We offer a complete maintenance and cleaning accessory program featuring window and floor squeegees, Add-An-Arm Tel Pole System, Golden Clip Squeegee, floor and window scrapers, Power Pic Scraping System, strip window washers, pool tool, Beez'n Spray, Nifty Nabber, 4P's.

Contact: Dave Unger, National Sales Manager 914-664-3850

UNION CAMP CORP.

Booth 613, 615

1600 Valley Road
Wayne, NJ 07470

Manufacturer of paper and plastic retail bags, industrial bags, films, tubing, stretch, shrink wraps, handle bags, amd T-shirt sacks. These come in a variety of custom resin formulations, with most modern printing capabilities. Kraft and bleached grocery bags, sacks, specialty paper products, i.e. mailer bags and paper shopping bags.

Contact: Timothy P. Keneally, Sales and Marketing Manager 201-628-2501

UNISET, INC.

Booth 226

9 Carlton Street
Wallingford, CT 06492

The company manufactures quality disposable cutlery in both medium weight and heavyweight. Stocked colors for medium weight are white and champagne. Heavyweight cutlery is available in white, champagne, blue smoke, seven fashion colors and crystal in full dinner size. Custom colors and private label packaging are also available.

Contact: Philip S. Dvorak, National Sales Manager 203-265-0700, 800-243-4936

UNITED OVERSEAS INTL., INC.

Booth 126

264 Monsignor O'Brien Highway
P.O. Box 2018
Cambridge, MA 02141

Overseas manufacturer of HMHDPE, HDPE, LDPE and LLDPE bags for retail packaging. Patch handle, polydrawtape, foldover rolltop, diecut, cotton cord with grommet, shopping bags, long bridge, loop bridge, merchandise bags, T-shirt bags. Flexographic and rotogravure printing up to 5C/2S, matte ink finish. Factories in both Hong Kong and China.

Contact: Daniel Wong, Marketing Representative 617-623-5400

UNITED PLASTIC PRODUCTS

Booth 224

109 N. Duncan Road
Champaign, IL 61821
See our ad page 90

The company offers a complete line of disposable protection. Sta-dri™ brand aprons, bibs and gloves set the quality standards for the industry. Tablecovers and skirting are available in more than 30 colors and prints. Aisle runners, doggie bags and Poly-Med™ disposable apparel along with imported aprons and gloves fill out the line.

Contact: Zella Rebmann, Vice President Sales 217-359-5400

UNIVERSAL BUSINESS SYSTEMS, INC.

Booth 541

185J Industrial Parkway
Somerville, NJ 08876
See our ad page 3

"UNISS" is our industrial paper package featuring purchase orders, order entry, invoicing, accounts receivable, inventory, accounts payable, general ledger and a data base report writer. The package is designed to meet the needs of the industrial paper and supply house. Some features are ABC type reporting, full range of price matrices, special pricing by customer and many more. Come see our demonstration of a total computer solution.

Contact: Christopher J. Raffo, Vice President 201-725-8899

U.S. BORAX & CHEMICAL CORP.

Booth 616, 618

60 Craig Road
Montvale, NJ 07645

Manufacturer of a complete line of hand care products, dispensers, specialty products including SOP all purpose absorbent, tile and porcelain cleaners.

Contact: Tom Biley, National Sales Manager 201-391-8600

U.S. PROFILES CORPORATION

Booth 923

6825 Manhattan Boulevard, Suite 500
Ft. Worth, TX 76112

The company is recognized nationally by paper merchants and suppliers as the experts in the selection and training of employees. Through the use of The Profile Evaluation, the paper distributor/supplier will be able to reduce turnover and improve the productivity of existing employees.

Contact: Anne L. Bess, Vice President 817-496-6881

VENTURE PACKAGING, INC.

Booth 106

311 W. Monroe Street
Monroeville, OH 44847

A leader in the injection molded container industry. These containers are used in the foodservice and industrial packaging industries. The containers range in size from six ounce to five gallon. Venture Packaging also offers four-color sidewall and six-color lid printing capabilities.

Contact: Charles R. Krumholtz, Sales Manager 419-465-2534

WARD PAPER COMPANY

Booth 125

3351 W. Addison
Chicago, IL 60618

The company supplies paper merchants and paper converters with a wide variety of white and colored uncoated paper products designed for printing, converting and envelope manufacturing. The development of Brite-Hue™ offset, cover and envelope stock and the addition of 16 Forward® offset colors enhances Ward's image as a quality paper manufacturer.

Contact: Carmelita Linden, Creative Director 312-267-9200

WEBSTER INDUSTRIES

Island 831

58 Pulaski Street
Peabody, MA 01960

SAVE

TIME and MONEY

$ with NPTA's $

Paper Merchant's Guide to Personnel Selection and Evaluation

An important tool for *all* paper distributors

The Guide Includes:
- Personnel Selection Manual
- Model employee hand book
- Forms for everyday use
- The NPTA Profiles Evaluation Program

This customized guide provides the framework for interviewing, selecting and evaluating personnel.

PRICE: $85.00

(add $2.00 for shipping)

Order yours today from:
NPTA, 111 Great Neck Road
Great Neck, N.Y. 11021
(516) 829-3070

The company offers: two-ply can liners, food service poly bags, lemon scented liners; BXH Gold Line - extra heavy liners; Web Tuf - super heavy liners, twin pak pallet products, freezer containers and artisanware disposable plastic plates and bowls.

Contact: Stuart Shainker, Sales Manager 800-225-0796

WEBSTER PACKAGING

Island 831

58 Pulaski Street
Peabody, MA 01960

The company draws upon 25 years of film extrusion experience to bring you a broad line of retail polyethylene packaging, including high density bags, Thik Thin bags, patch handle bags and garment bags, all manufactured and printed domestically. Stop by and see how Webster can fit your distribution program.

Contact: Chad Young, Vice President and General Manager 617-532-2000, 800-343-2012

WE PACKAGE IT

Booth 210, 212

103 W. Bolivar
Sanger, TX 76266

We are a retail packaging specialist featuring coordinated custom programs from such mills as Crystal Tissue, Champion Bag, Climax Box, Shore Manufacturing and Berwick Ribbon. Quality post designed printing and hot stamping available. Our program is designed to sell to packaging distributors in affordable quantities, with minimal lead times.

Contact: Nanette Pastusek, Sales Manager 817-458-3310

WHITE MOP WRINGER COMPANY

Booth 633, 635

10770 N. 46th Street
Tampa, FL 33617

Floor cleaning equipment: mop wringers and buckets, mop handles, floor squeegees, wet mops, waste receptacles, sand urns, floor machines, wet dry vacuum cleaners, floor burnishers, carpet cleaning equipment.

Contact: Buzz Flannigan, Executive Vice President 813-981-2223

WILKINSON MANUFACTURING COMPANY

Booth 733, 735

12th and Madison Street
Fort Calhoun, NE 68023

Supplying service with economy with a complete line of aluminum and plastic containers for foodservice, restaurant, bakery and catering. More than 200 different stock items, new items, special packaging, dome and foil board combo Packs, complete carryout line, school containers, steam tables, compartment trays and Caterserve® Catering System.

Contact: Phil Castelnovo, National Sales Manager 402-468-5511

WILLIAMHOUSE SALES CORP.

Booth 706, 708

28 West 23rd Street
New York, NY 10010
See our ad page 34

The company manufactures envelopes, commercial and social announcements, continuous letterheads, custom business forms, paper store and party store products.

Contact: William J. Catallo, Vice President/Marketing 212-691-2000

WINCHESTER CARTON CORP.

Booth 539

105 Tote-M Avenue
Eutaw, AL 35462

Winchester Carton manufactures a complete line of custom stocked disposable food containers for the fast food, deli, restaurant, convenience store and concession markets. On display will be containers for fried chicken, french fries, hot dogs, hamburgers, sandwiches, pizza, pop-corn, carryout trays and various plastic packaging.

Contact: Donald A. Barr, Vice President National & Distribution Sales 404-448-2193

ZEPHYR MANUFACTURING COMPANY

Booth 917

400 West Second Street
Sedalia, MO 65301

A complete selection of wet mops, dry dust mops, natural fiber and plastic brooms, floor brushes, handles, frames and dry wall cleaning sponges.

Contact: Stewart Edwards, Vice President of Sales 816-827-0352

STRUCTURED COMPUTER SYSTEMS, INC.

Booth 647

17 Talcott Notch Road
Farmington, CT 06032

Designed for the medium to large wholesale paper merchant, EXCALIBUR automates sales service, order entry, inventory, purchasing, sales analysis and financial areas. An online, interactive system, EXCALIBUR is much more than an accounting and billing program. Rather, it is a functionally rich management tool which is used to significantly improve financial and operating measurements, plus to secure and maintain a competitive edge over rival companies.

Contact: Marvin C. Slayton, President 203-677-0222

Graphic Arts Training Represents Your Best Prospects For Increased Printing Paper Sales

Let NPTA's **PRINTECH WEEK** Make Your Printing Paper Sales People and Managers Skillful Technical Complaint Handlers and Problem Solvers.

Reserve October 18-23 **Now** for NPTA's Next **PRINTECH WEEK** Session.

PRINTECH WEEK guarantees measurable results:

- Increased graphic arts knowledge;
- Improved understanding of the printer's business;
- Upgraded technical skills;
- Hands-on experience in pre-press technology and related printing methods;
- Insight into paper considerations of lithography (both web and sheet fed offset), flexography, gravure, screen printing and the new non-impact technologies.
- Increased knowledge of the "paper-to-printing" relationship;
- Improved printing paper sales ability.

Other Participants Give PRINTECH WEEK High Marks

"The week I spent with the most up to date equipment and highly educated professors will be a real plus for my selling goals in the present and future."
—Paul Weaver, Sales Rep, Cordage Papers

"The course is definitely a must for young rookies who plan a career in fine paper sales. This course gave me the knowledge to talk the same language and relate on equal grounds with our customers."
—Jean Pierre Renaud, Sales Manager, Lauzier Little

"Printech Week was a dynamic and challenging seminar. I would recommend it to anyone who has a serious interest in understanding today's printing technology."
—Jeffrey Flick, Graphic Consultant, The Cincinnati Cordage and Paper Co.

For a descriptive brochure and more information on registration return this coupon to:

Education & Training Department, NPTA, 111 Great Neck Road, Great Neck, NY 11021

NAME ____________________ TITLE ____________

COMPANY ____________________

ADDRESS ____________________

or call Bruce H. Linden 516-829-3070

To our customers:

Please stop in . . .
say hello.

A visit to our
Westin Peachtree Plaza Hotel Suite
would be most welcome

Nekoosa Papers Inc.
a company of
Great Northern Nekoosa Corporation

OFFICIAL HOSPITALITY SUITES '87

Official Guide

- [illegible]
- [illegible]

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[illegible]

WHERE HAV
OUR NAM

WE'RE NEARLY AS GOOD AS SCOTT, BUT CHEAPER.
OUR ITEM IS VERY SIMILAR TO SCOTT.

From the day the first C-Fold rolled off the line over a century ago, Scott has been the leader in our industry. With due respect to the worthy competition, Scott wants you to know we intend to remain out front.

THE MOST INNOVATIVE SYSTEMS.

Scott takes the long view, to see where your market is going months, even years from now. That's how we've been able to set the pace with products like WypAll® and now JRT® Jumbo Roll Tissue and breakthrough marketing strategies for Scotties,® Cottonelle® and Convert-A-Matic.™

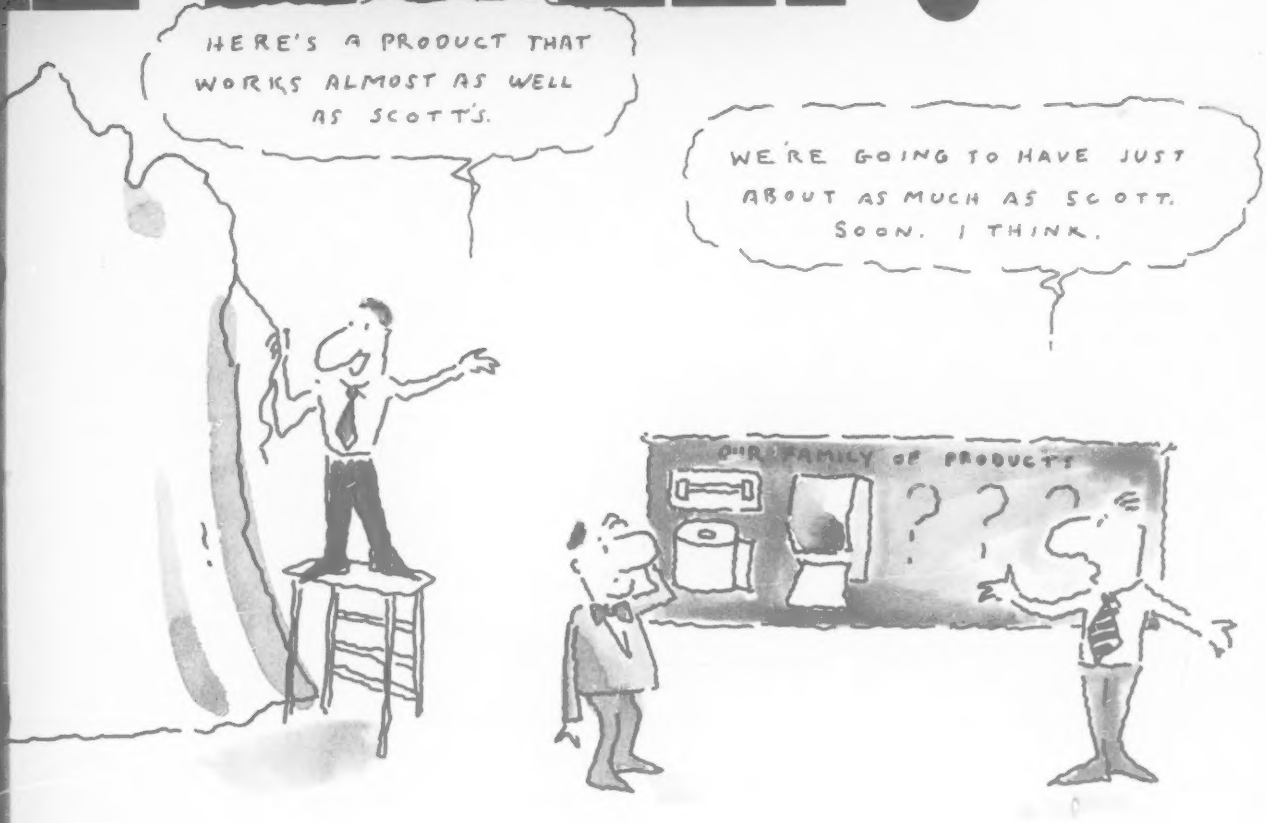
THE BEST PERFORMANCE.

Performance means marketability. Performance means cost-in-use effectiveness. Performance means customer satisfaction. All those qualities are embodied in anything that carries the Scott emblem.

THE EXPANDING SCOTT HORIZON.

The addition of the fine Hoffmaster® and Sani-Fresh® lines to the Scott family signals a corporate dedication to offering the broadest possible complement of products noted for both quality and distinctiveness. The purpose of Scott systems–and the corporate Scott goal–is to provide the best for the individual's care

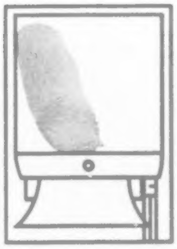
E YOU HEARD E LATELY?


HERE'S A PRODUCT THAT WORKS ALMOST AS WELL AS SCOTT'S.
WE'RE GOING TO HAVE JUST ABOUT AS MUCH AS SCOTT. SOON, I THINK.
OUR FAMILY OF PRODUCTS
? ? ?

and cleaning in the away-from-home environment.

COMMITMENT FROM THE TOP.

The direction on all these drives—innovation, performance and growth—derives from a vision mandated at the very top of the Scott organization. We're channeling energies into the satisfaction of your needs. To this purpose, we've built the best and most knowledgeable sales and distribution force in the industry. We've instituted START Telemarketing to augment sales efforts and Scott Express Claim Service for timely and accurate reimbursement. Scott's industry-leading training programs are regularly updated for distributors and their staffs.



Scott continues to reinvent the word value. Value in systems, value in service; values that pay off in your loyalty so that, working together, we become an organization beyond compare. And so, of course, everyone will keep comparing themselves to Scott.

SCOTT

THE HOUSEHOLD NAME, AWAY FROM HOME.™

Official Hospitality Suites at the 1987 NPTA Convention

Check the daily listings of MN's Official List of Hospitality Suites on-site at Convention Registration. Advertisers are in color.

The following list of companies will be hosting Convention attendees at hospitality suites during the NPTA Annual Convention and Exposition. In addition to the company listing, the hotel, arrival and departure dates are shown plus their key people.

A&E Plastics, Inc.
14505 Proctor Avenue
Industry, CA 91749
818-968-3801
Marriott: Fri/Tues
Peter Mancuso
Alvin Berke

Affiliated Paper Companies
P.O. Drawer 31
Tuscaloosa, AL 35402
205-345-4180
Westin: Fri/Tues
Robert E. Keith
M. Grindlinger

AGP/Gentech Inc.
531 N. Stiles Street
Linden, NJ 07036
201-925-0900
Marriott: Fri/Tues
David Perlmutter, president
Jake Taylor, vice president

Alcan Foil Products
P.O. Box 32840
Louisville, KY 40232
502-459-1900
Marriott: Fri/Mon
Bob Shemming
See our ad page 65

Alumax Foils, Inc.
6100 S. Broadway
St. Louis, MO 63111
314-481-7000
Marriott: Fri/Mon
Michael L. Ilten
Thomas J. Cleary

Amcel Corp.
One Galen Street
Watertown, MA 02172
617-924-0800
Hyatt: Sat/Mon
Joseph Casey

American Paper Conv. Daily
P.O. Box 795
Park Ridge, IL 60068
312-823-3145
Hyatt: Fri/Mon
Louise Cowan, editor
Doris Lee, advertising manager

Ametek Microfoam Division
265 Rte. 202
Chadds Ford, PA 19317
215-358-1180
Marriott: Sat/Tues
Herm Koch, vice president/general manager
Larry D'Orazio, director marketing/sales

Amko Plastics, Inc.
12025 Tricon Road
Cincinnati, OH 45246
513-671-1777
Westin: Fri/Mon
George Makrauer

Amoco Foam Products Co.
2100 Powers Ferry Road NW
Atlanta, GA 30099
404-955-5595
Marriott: Fri/Tues
John A. Krause
John A. Finchum

Anchor Industries
1831 Avenue H
St. Louis, MO 63125
314-544-3900
Westin: Fri/Mon
Terry Sims
Gary Scherer

Appleton Papers, Inc.
P.O. Box 359
Appleton, WI 54912
414-734-9841
Westin: Sat/Tues
Doug Adams
Ken Nissan

B.D.F. Tesa Corporation
324 S. Union Avenue
Sparta, MI 49345
816-887-1751
Hilton: Sat/Tues
Fred C. Whitney

Badger Paper Mills, Inc.
P.O. Box 149
Peshtigo, WI 54157
715-582-4551
Westin: Fri/Mon
Bennie C. Burish, president
Duane U. Stehle, vice president sales

Bagcraft Corp. of America
3900 West 43rd Street
Chicago, IL 60632
312-254-8000
Westin: Fri/Wed
Mr. Rodin
Mr. Henshell

Bay West Paper Company
1100 W. Mason Street
P.O. Box 10568
Green Bay, WI 54307
414-494-8731
Hyatt: Fri/Mon
Tom Dupuis
Ernest Kelly
See our ads pages 44–45/117

Beckett Paper Company
400 Dayton Street
Hamilton, OH 45011
513-863-5641
Ritz Carlton: Fri/Tues
David L. Belew, president
James E. Reid, vice president marketing

Berwick Industries, Inc.
P.O. Box 1009
Woodstock, GA 30188
404-926-9048
Marriott: Sat/Tues
Rick Norton
See our ad page 81

Better Packages
19 Forest Parkway
Shelton, CT 06484
203-926-1087
Westin: Sat/Mon
Ken Boice
Robert Hahn
See our ad page 13

Boise Cascade Corporation
One Park Place
1900 Emery St. #308
Atlanta, GA 30318
404-352-8993
Hilton: Fri/Tues
Kenneth Barber
Sam Dobbins
See our ad page 87

Boxit Corporation
5555 Walworth Avenue
Cleveland, OH 44102
216-631-6900
Hilton: Fri/Mon
Harvey Weisman
Joel Zaas

Bulkley Dunton & Company
1115 Broadway
New York, NY 10010
212-337-5614
Hilton: Sat/Tues
L.S. Reische
W. Collins

CPI, Inc.
P.O. Box 188
Colts Neck, NJ 07722
201-462-8900
Westin: Wed/Tues
Philip Sturm
See our ad page 162

Capital Poly Bag Inc.
3980 Groves Road
Columbus, OH 43232
614-868-8660
Hyatt: Fri/Mon
Burl C. Roller
Jack Hallman

Carson Collection
1341 West Broad Street
Stratford, CT 06497
203-378-3999
Hilton: Fri/Mon
Ernest H. Pagliaro, Jr.

Cartiere Artoro Sottrici
2206 Spear Place Drive
Marietta, GA 30062
404-973-2206
Marriott: Fri/Tues
Peter Pohly

Carthage Cup Company
P.O. Box 2586
Longview, TX 75606
214-757-3673
Hyatt: Sat/Mon
C. Mark Abernathy
Brent T. Abernathy

Cascades Industries, Inc.
P.O. Box 578
Rockingham, NC 28379
919-895-4033
Westin: Fri/Tues
Richard P. Joncas

Central Paper Company
P.O. Box 330
Menasha, WI 54952
414-725-4335
Westin: Fri/Tues
W. Saunders
H. Heier

Champion International
One Champion Plaza
Stamford, CT 06834
203-358-7000
Ritz Carlton: Fri/Tues
Tom McLaughlin

Clear Shield National
1175 South Wheeling Road
Wheeling, IL 60090
312-541-2900
Marriott: Fri/Tues
Keith A. Johnson

Climax Mfg. Company
Climax Street
Castorland, KY 13620
315-493-3390
Westin: Fri/Mon
Sandy Horwitz, vice president sales
Urban Hirschey, vice president marketing
See our ad page 18

Comet Products, Inc.
6 Stuart Road
Chelmsford, MA 01824
617-256-6551
Marriott: Fri/Tues
A. David Eklund
Marie Kirk

Consolidated Papers, Inc.
200 West Madison Street
Chicago, IL 60606
312-781-0200
Hyatt: Sat/Tues
P.A. Hanson
M.A. Murphy

Continental Bondware
1701 Golf Road, Tower III
Rolling Meadows, IL 60008
312-228-2540
Westin: Sat/Sun
P.O'C. White
D.H. Davidson

Cottingham Paper Company
324 East Second Avenue
Columbus, OH 43216
614-294-6444
Westin: Fri/Tues
Dick Cottingham
Mark Payette

The Crowell Corporation
P.O. Box 3227
Newport, DE 19804
302-998-0557

Marriott: Fri/Tues
Dave Chastain
Roger Boldizsar
See our ad page 74

The Crystal Tissue Company
P.O. Box 449
Middletown, OH 45042
513-423-0731
Marriott: Fri/Tues
Bill Glancy
Randy Clark

Dart Container Corporation
2101 North Andrews Avenue
Ft. Lauderdale, FL 33311
305-563-5255
Hyatt: Fri/Mon
George Reilly
Peter Byron

Decorated Paper
Eighth & Erie Streets
Camden, NJ 08102
609-365-4200
Hilton: Fri/Mon
John J. Kelly
Terrence Kelly

Deltapaper Company
2925 State Road
Croydon, PA 19020
215-788-1800
Hilton: Fri/Mon
Arnold Marinelli
Warren Lelless

Disco Inc.
P.O. Box 18146
Atlanta, GA 30316
404-758-0096
Westin: Sat/Mon
W.H. Elliot

Dispoz-O Plastics Corporation
100 Merrick Road
Rockville Centre, NY 11570
516-766-7272
Hilton: Fri/Tues
Al Postrel

Dixie Bag Co./Hi-D Corp.
P.O. Box 87118
College Park, GA 30337
404-997-4555
Hyatt: Sat/Mon
Ken Lavergne
Terry Dornbush

Dixie Marathon
P.O. Box 6000
Norwalk, CT 06856
203-854-2365
Hyatt: Thurs/Tues
Andy Muha
Keith Batlam
See our ad page 33

Domtar Industries Inc.
600 Summer Street
Stamford, CT 06901
203-967-7511
Westin: Fri/Tues
Tom Derouin
See our ads pages 66–67

Duni Corporation
5300 North Sherman
Milwaukee, WI 53209
414-464-4900
Westin: Thurs/Wed
David Dooley

Duro Paper Bag Mfg. Company
P.O. Box 16250
Ludlow, KY 41016
606-581-8200
Westin: Sat/Mon
Tom D'Ambrosio
Don Mitchell

Eastern Fine Paper Inc.
P.O. Box 129
Brewer, ME 04412
207-989-7070
Westin: Thurs/Tues
J.J. Mulkern
M.B. Megargee

Econoco Corporation
300 Karin Lane
Hicksville, NY 11801
516-935-7700
Ritz Carlton: Thurs/Mon
Julian Rosenberg
See our ad page 49

Ekco Products
777 Wheeling Road
Wheeling, IL 60090
312-459-1500
Westin: Thurs/Wed
Richard Kaelin
Larry Greenberg

Erving Distributor Products/G-P
One Arch Street
Erving, MA 01344
617-544-2711
Westin: Sat/Mon
Dennis Pfeiffer, mgr. mkt. svc.

Fasson Specialty Division
900 Circle 75 Parkway
Atlanta, GA 30339
404-980-6010
Hilton: Fri/Tues
Mike Patrick
John Nakaoka

Federal Paperboard Company
75 Chestnut Ridge Road
Montvale, NJ 07645
201-391-1776
Marriott: Sat/Tues
J.K. Lukowski, general sales manager
C.E. Lesnick, marketing manager

Finch Pruyn & Company
One Glen Street
Glens Falls, NY 12801
518-793-2541
Westin: Fri/Tues
John Altomonte
John Brooks

Flower City Tissue Mills
P.O. Box 13497
Rochester, NY 14613-0497
716-458-9200
Westin: Fri/Mon
William F. Shafer, III, president
Leonard D. Myers, vice president/treasurer

Fonda Cup & Container Group
P.O. Box 1192
Union, NJ 07083
201-964-0600
Marriott: Fri/Tues
Doug Smith
See our ad page 104

Forman, Inc.
2036 Lord Baltimore Drive
Baltimore, MD 21207
301-298-7500
Hilton: Thurs/Mon
Joseph Mucha
Frank Mucha
See our ad page 160

Form Fit Plastics
100 Pleasant Street
Dracut, MA 01826
617-957-2943
Westin: Fri/Mon
David Thrope
Lee Bishott
See our ad page 48

Fort Howard/Sweetheart
P.O. Box 19130
Green Bay, WI 54307
414-435-8821
Hilton: Fri/Tues
Bill McKenna
Jim Alexy

Fortune Plastics, Inc.
P.O. Box 637
Old Saybrook, CT 06475
203-388-3426
Hyatt: Fri/Tues
Kevin McAuliffe
Terry Carpenter

Fox River Paper Company
P.O. Box 2215
Appleton, WI 54913
414-733-7341
Hilton: Sat/Tues
Harold L. Ellsworth, president
Oakie L. Sallee, vice president sales/marketing
See our ad page 108

Franklin Disposables, Inc.
7100 Huntley Road
Columbus, OH 43229
614-436-1216
Marriott: Sat/Mon
Thomas P. Maney
See our ad page 98

Fraser Paper Ltd.
P.O. Box 10055
Stamford, CT 06904
203-359-2544
Hilton: Sun/Mon
B. Paul Beaudoin
Leo G. Berinati

Freeman Paper Company
2954 Gross Street
Green Bay, WI 54304
414-336-2072
Marriott: Fri/Mon
Larry Swanson
Randy Swanson
See our ads pages 32/74

French Paper Company
P.O. Box 398
Niles, MI 49120
616-683-1100
Hyatt: Sat/Tues
Bruce Bigford, president
Ed French, CEO

Frontier Paper Inc.
355 E. 76th Avenue
Anchorage, AK 99518
907-344-4000
Hilton: Fri/Tues
Greg Wilcox
Elmer Wilcox

Frosty Acres Brands
6400 Atlantic Blvd.
Norcross, GA 30071
404-449-1333
Hilton: Fri/Mon
David Carper
Tim Carper

General Plastics Corporation
8900 NW 77th Court
Medley, FL 33166
305-888-3555
Hilton: Fri/Mon
Carl Iannacone
Sanci Borganelli
See our ad page 15

Genpak Corporation
68 Warren Street
P.O. Box 727
Glens Falls, NY 12801
518-798-9511
Marriott: Fri/Mon
Doug Marquis

Georgia-Pacific Corporation
Printing Paper Division
P.O. Box 105605
Atlanta, GA 30348
404-521-4718
Hyatt: Fri/Sat
John A. Davidson
Donna Santoro
See our ads pages 26–27/78–79

Gilbert Paper Company
P.O. Box 260
Menasha, WI 54952
414-722-7721
Hilton: Sat/Tues
Frank Willoughby

Glenmark Industries, Inc.
1100 Pidco Drive
Plymouth, IN 46563
219-936-2118
Ritz Carlton: Sat/Mon
Tom Hennessy
See our ad page 17

G.B. Goldman Paper Company
2201 East Allegheny Avenue
Philadelphia, PA 19134
215-423-8600
Hyatt: Fri/Tues
Robert B. Golder, Executive vice president

Hammermill Paper Company
P.O. Box 10050
Erie, PA 16533
814-456-8811
Ritz Carlton: Sat/Sun
Frank Romecki
See our ad page 29

Hammermill Paper Company
PO Box 10050
Erie, PA 16533
814-456-8811
Ritz Carlton: Fri/Tues
Richard Reeves

Handy Wacks Corporation
P.O. Box 26
Sparta, MI 49345
800-445-4434
Hyatt: Wed/Tues
H.B. Fairchild, III, president
Mike Gabriz, director of sales
See our ad page 60

Heritage Bag Company
4434 McEwen Road
Dallas, TX 75234
214-233-6130
Hilton: Thurs/Mon
Fritz Popst
Jim Heath
See our ad page 73

Hilex Poly Company, Inc.
1701 Greenville Ave., Ste. 102
Richardson, TX 75081
214-669-8997
Marriott: Fri/Mon
Steve Ziegler
Sylvia Eisenberg

Himolene
3731 Wilshire Blvd., Ste. 830
Los Angeles, CA 90010
213-389-3423
Hyatt: Fri/Mon
Terry Hudson
See our ad page 39

Holland Mfg. Company
15 Main Street
Succasunna, NJ 07876
201-584-8141
Marriott: Fri/Tues
Jack W. Holland, president
John A. Holland, vice president

Inline Plastics Corp.
40 Seemans Lane
Milford, CT 06460
203-878-8537
Hyatt: Fri/Mon
Rudolph Orkisz
Don Oswall

Inopak, Div. Essex Chem. Corp.
479 Rt. 17N & Constantine Dr.
Mahwah, NJ 07430
201-529-2541
Hilton: Thurs/Mon
Thomas Jefferys
Elizabeth Thompson

International Paper Corporation
85 W. Algonquin Road
Arlington Heights, IL 60005
312-228-8881
Westin: Sat/Tues
Dana Mead, senior vice president
Jeff Kass, marketing manager

International Paper Company
1290 Sixth Avenue
New York, NY 10104
212-459-4343
Westin: Sun/Tues
Robin Bernstein
See our ad page 82

Intertape Systems Inc.
2185 Lemoine Avenue #8K
Fort Lee, NJ 07024
201-592-0332
Hilton: Fri/Tues
Mel Yull
Kenneth Rogers

Ipac, Inc.
150 N. Santa Anita Avenue
Arcadia, CA 91006
818-445-2858
Hilton: Fri/Tues
William C. Anderson
Michael F. de la Cuesta

IVEX Corporation
2200 Post Oak Blvd.
Houston, TX 77056
713-961-4062
Hyatt: Sat/Tues
Lee F. McGuiness
See our ad page 43

James River-KVP Group
100 Island Avenue
Parchment, MI 49004
616-384-6251
Hyatt: Fri/Tues
Donald Vezina, director of marketing
Randy Van Antwerp, marketing manager
See our ad page 33

James River Corp.-Groveton Div.
356B Sewall Street
Ludlow, MA 01056
413-589-7592
Hilton: Fri/Tues
Steve Parker

James River-Merchant Paper Sales
145 James Way
Southampton, PA 18966
215-364-3900
Hyatt: Fri/Tues
Robert Williams

Jet Plastica Industries, Inc.
1100 Schwab Road
Hatfield, PA 19440
1-800-JET-WARE
Westin: Fri/Tues
Al Tapper
Charles Tapper

Jiffy Packaging
12 Tozer Road
Beverly, MA 01915
617-921-0200
Hyatt: Fri/Tues
James Davidson
John Boyne

Kaiser Packaging Company
460 Totten Pond Road
Waltham, MA 02154
617-890-8150
Marriott: Fri/Mon
P.E. Cullen
J.C. Derr

Kieffer Paper Mills Inc.
1220 West Spring Street
Brownstown, IN 47220
812-358-4150
Hilton: Sat/Mon
Robert E. Tulledge, vice president sales/converting
David Vannatta, converting manager

Kimberly-Clark—Brown Bridge
1400 Holcomb Bridge Road
Roswell, GA 30076
404-587-7017
Hilton: Fri/Wed
T.E. Needham, president
See our ad page 59

Kole Industries
3553 NW 50th Street
Miami, FL 33102-0152
305-633-2556
Marriott: Fri/Mon
Jon Marks
Don Sprague

Kramer & Cramer Papers Inc.
570 Lake Cook Rd., Ste. 405
Deerfield, IL 60015
312-940-8777
Hilton: Fri/Tues
Dick Salata
Alan Cramer

L&CP Corporation
156 Oak Street
Newton, MA 02164
617-527-4980
Marriott: Fri/Fri
Jack Carr, executive vice president
Pat Farrell, vice president marketing/sales
See our ad page 92

Labelblank Corp.
7320 Duvan Drive
Tinley Park, IL 60477
312-532-4500
Hilton: Sat/Mon
Michael J. Vrbancic
Steven J. Beck
See our ad page 125

Leader Cards, Inc.
P.O. Box 4607
Milwaukee, WI 53204
414-645-5760
Hyatt: Sat/Tues
Mark Wilkie
Larry Arbo

Linpac Flexible Packaging Inc.
5725 Commerce Blvd.
Morristown, TN 37814
615-586-8917
Hyatt: Thurs/Tues
R. Bateman

Linweave Fine Papers
10 Linweave Drive
Holyoke, MA 01040
413-536-6410
Hilton: Fri/Mon
Joe Dyer
Larry Gavens

Longview Fibre Company
20 Cooper Lane
Waltham, MA 02254
617-894-0040
Hyatt: Fri/Tues
Charles Z. Curley

Lyons Falls Pulp & Paper Co.
201 Rte. 17
Rutherford, NJ 07070
201-933-3838
Westin: Sun/Wed
Fred Szmit, president
Charles Merlini, Eastern sales manager

3M Company—TAD Group
3M Center-220-3E-05
St. Paul, MN 55144
612-733-3335
Westin: Fri/Mon
T.H. Richards
See our ad page 41

Mactac (Morgan Adhesives Co.)
4560 Darrow Road
Stow, OH 44244
216-688-1111
Hyatt: Fri/Tues
Blake Cooper, COB
Robert Minarik, president/CEO

Marcal Paper Mills, Inc.
One Market Street
Elmwood Park, NJ 07407
201-796-4000
Marriott: Sat/Tues
Randy Bergman
Jerry Melnyk
See our ad page 85

Maryland Plastics, Inc.
251 East Central Avenue
Federalsburg, MD 21632
301-754-5566
Hyatt: Fri/Mon
Walter Scanlan
Allen Penrod

Mead Paper Corporation
4360 Chamblee-Dunwoody Road
Atlanta, GA 30341
404-455-0281
Ritz Carlton: Sat/Tues
Daniel J. Stiers
See our ad page 4

Mayan Converting Inc.
6885 Silsbee
Houston, TX 77033
713-643-8088
Hilton: Sat/Mon
John Nistor, Gen. Mgr.
Mike Burke

Midtec Sales Corporation
2700 River Road
Des Plaines, IL 60018
312-298-2600
Hilton: Sun/Tues
Joseph B. Simone

Millhiser, Inc.
1125 Commerce Road
Richmond, VA 23224
804-233-9886
Hilton: Sat/Tues
James N. Bledsoe
Stuart L. Harris

Mobil Chemical Company
Plastic Packaging Division
1159 Pittsford-Victor Road
Pittsford, NY 14534
716-248-1350
Marriott & Hilton: Fri/Tues
Gary Wattie, market development manager
Dave Thomas, national marketing manager
See our ads pages 9–12

Mohawk Paper Mills, Inc.
P.O. Box 497
Cohoes, NY 12047
518-237-1740
Marriott: Sat/Tues
S.O. Petrequin
Page Best

Monadnock Paper Mills
Antrim Road
Bennington, NH 03442
603-588-3311
Westin: Sat/Tues
Robert C. Larson, vice president, sales
Richard F. Reed, sales manager, graphic arts

D.F. Munroe Company
One Second Street
Peabody, MA 01960
617-595-4006
Westin: Sun/Tues
Robert West
Dave Manning

Nashua Corporation
44 Franklin Street
Nashua, NH 03061
603-886-4063
Hilton: Sat/Tues
J. Michael Barry
Robert Ambrose
See our ad page 63

National Poly Products Company
3218 61 Avenue North
Minneapolis, MN 55429
612-560-8370
Westin: Thurs/Mon
Neil A. Smeaton
Germaine Nowacki

Nationwide Papers Inc.
One Champion Plaza
Stamford, CT 06921
203-358-7967
Ritz Carlton: Sat/Tues
Henry Gest
Frank D. Rogers

Nekoosa Papers Inc.
100 Wisconsin River Drive
Port Edwards, WI 54469
715-887-5513
Westin: Sun/Wed
Jeffrey J. Martin
S. Blake Lindsey
See our ads pages 111–112

Newton Falls Paper Mills
P.O. Box 253
Newton Falls, NY 13666
1-800-962-8993
Marriott: Fri/Tues
William D. Pike, vice president sales
Leif Smedman, president

New York/National Envelope
29-10 Hunters Point Avenue
Long Island City, NY 11101
718-786-3000
Marriott: Sat/Tues
S.W. Carpenter
See our ad page 107

Niagara Envelope Company
701 Seneca Street
Buffalo, NY 14210
716-854-8251
Westin: Fri/Tues
Ted Pierce, president
Lee LaPrise, executive vice president marketing
See our ad page 25

Nyman Manufacturing Company
275 Ferris Avenue
East Providence, RI 02916
401-438-3410
Marriott: Fri/Mon
Jack Foley
Joseph McCormack

Old Colony Envelope Company
94 North Elm Street
Westfield, MA 01086
413-568-2431
Ritz Carlton: Sat/Tues
John MacDonnell
See our ad page 61

Omega Plastics Inc.
P.O. Box 744
Lyndhurst, NJ 07071
800-631-7107
Westin: Fri/Mon
Nick Mitchell
Sid Schwartz

Packaging Products Inc.
3201 Randolph Street
Bellwood, IL 60104
312-547-6565
Hyatt: Fri/Tues
Phil Schencker, president
Morty Warshavsky, executive vice president

Paper Complaints Inc.
PO Box 679
Valley Forge, PA 19482
215-933-9311
Hilton: Sun/Tues
William Lampe, President
William Subers

Paper Corporation of America
P.O. Box 958
Valley Forge, PA 19482
215-296-4470
Ritz Carlton: Sun/Wed
Richard C. Gozon
See our ad page 97

Papierfabrik Scheufelen
West Germany
Hilton: Fri/Tues
Ulrich Scheufelen, president
Otto Klaus, vice president sales

Paper Manufacturers Company
9800 Bustleton Avenue
Philadelphia, PA 19115
513-772-5057
Westin: Sat/Tues
Bill Fecht

Paper Sales Magazine
747 Third Avenue
New York, NY 10017
212-418-4146
Hyatt: Fri/Tues
Richard Perkins, publishing director
Charles Harmon, publisher

Paper Sources International
301 Veterans Blvd.
Rutherford, NJ 07070
201-896-1600
Hyatt: Sat/Tues
Leonard B. Schlosser, chairman
Beryl C. Bridges, president

Penntech Papers Inc.
3 Barker Avenue
White Plains, NY 10601
914-997-1600
Hyatt: Fri/Tues
V.J. Paladino
J.R. Panicola
See our ad page 105

Pentair Inc.
P.O. Box 66
West Carrollton, OH 45449
513-865-6033
Hyatt: Sat/Tues
J.F. Grove

Perez Trading Company
3490 NW 125th Street
Miami, FL 33167
305-769-0761
Hilton: Sun/Tues
John Perez
John David Perez

Pioneer Gift Wrap
2939 Vail Avenue
Los Angeles, CA 90040
213-726-2473
Marriott: Wed/Mon
W.R. Lake, III

Polar Plastics Manufacturing
4210 Thimens Blvd.
St. Laurent, Quebec H4R 2B9
514-331-0207
Hilton: Fri/Mon
Bill Clark

Gerry Kennedy
See our ad page 55

Polyvinyl Films, Inc.
Depot Street
Wilkinsonville, MA 01590
617-865-3558
Marriott: Fri/Mon
Tom Connor
Jim Story

Potlatch Corporation
35 Mason Street
Greenwich, CT 06830
203-622-1297
Hyatt: Sat/Tues
John D. Morrison
William J. Powell

Prairie Packaging Inc.
7207 South Mason Avenue
Bedford Park, IL 60638
312-496-2900
Hilton: Fri/Mon
Earl W. Shapiro

Primepak
133 Cedar Lane
Teaneck, NJ 07666
201-836-5060
Hilton: Fri/Mon
J. Verrier
A. Bellizzi

Regal Poly-Pak
125 Spagnoli Road
Melville, NY 11747
516-293-6767
Hyatt: Fri/Mon
Steve Bearman
Mark Romaneck

Reynolds Metals Company
6603 W. Broad Street
Richmond, VA 23261
804-281-3319
Hilton: Sat/Mon
James Bailey
James A. Behne

Ris Paper Company
1225 Franklin Avenue, Ste. 280
Garden City, NY 11530
516-742-2424
Marriott: Sat/Tues
Benjamin W. Krieger
Thomas Walden, III

Rising Paper Company
Park Street
Housatonic, MA 02136
413-274-3345
Hilton: Sat/Tues
R.W. Fraser
Robert E. O'Connor
See our ad page 99

Rixie Paper Products
P.O. Box 155
Stowe, PA 19464
215-323-9220
Hyatt: Fri/Sun
Dale Cook
Gregory Krasnick
See our ads pages 94–95

Robbie Manufacturing Company
10810 Mid America Avenue
Lenexa, KS 66129
913-492-3400
Westin: Fri/Tues
Larry R. Kittsmiller
Irv Robinson

Sabert Corporation
633 Dowd Avenue
Elizabeth, NJ 07201
201-354-0440
Hyatt: Fri/Sun
Albert Salama

S.B. Schmidt Paper
1020 East 146th Street
Burnsville, MN 55337
612-431-6336
Hilton: Sat/Tues
Stan Schmidt, president
Dan Colvin

Scott Paper Company
One Scott Plaza
Philadelphia, PA 19113
215-522-6718
Westin: Fri/Tues
C.A. Wilson, vice president sales
See our ads pages 148–149

Sealed Air Corporation
Old Sherman Turnpike
Danbury, CT 06810
203-792-2360
Marriott: Sat/Mon
Robert Pesci

Sentinel Foam Products
130 North Street
Hyannis, MA 02601
617-775-5220
Hyatt: Fri/Mon
Richard Giberti

Shade Information Services
P.O. Box 19730
Green Bay, WI 54307-9730
414-432-6700
Westin: Sat/Sun
Kevin L. Rudd

Shamrock Gravure Products Inc.
P.O. Box 16247
Greensboro, NC 27416
919-275-6388
Hilton: Fri/Mon
Charles Fetter
Bryan Williams

Simon Miller Sales Company
1218 Chestnut Street, Ste. 802
Philadelphia, PA 19107
215-923-3600
Westin: Sat/Tues
Henri C. Levit
Joseph Levit

Smith-Lee Company
537 Fitch Street
Oneida, NY 13421
315-363-2500
Hilton: Sat/Tues
Thomas Hennessy

Solo Cup Company
1505 East Main Street
Urbana, IL 61801
217-384-1800
Westin: Fri/Mon
John Beckwith
See our ad page 69

The Sorg Paper Company
901 Manchester Avenue
Middletown, OH 45042
513-422-3661
Hilton: Sat/Tues
Andrew F. Dolan
William H. Schwenk

Special Papers Inc.
P.O. Box 643
Wilton, CT 06897
203-834-2534
Hyatt: Sun/Wed
Jeffrey J. Morgan

Star Forms, Inc.
P.O. Box 8801
Moline, IL 61265
309-797-1389
Hilton: Fri/Tues
Craig Kessler
Bill Mateski
See our ad page 103

Sterling Paper Company
2155 East Castor Avenue
Philadelphia, PA 19134
215-744-5350
Marriott: Fri/Mon
Martin E. Stein

Stevens & Thompson Paper Company
P.O. Box 206
Greenwich, NY 12834
518-692-2211
Marriott: Fri/Tues
Maureen Durie
Carol Lyon

Stone Container Corporation
Arnold Drive
Huntington, NY 11743
516-271-8100
Marriott: Fri/Tues
Jack Cassells
John Riconosciuto
See our ad page 89

Strathmore Paper Company
South Broad Street
Westfield, MA 01085
413-568-9111
Ritz Carlton: Sat/Tues
John Gallup
Dave Rousse

Sweet Paper Sales
615 Stonehill Drive SW
Atlanta, GA 30336
404-344-8540
Westin: Sat/Tues
Michael Scheck
Iggy Mendez

TA Industries Inc.
13260 Moore Street
Cerritos, CA 90701
213-926-1099
Hyatt: Fri/Tues
Kenneth J. Scott, vice president marketing/sales
Frank Woodward, national sales manager

Tagsons Papers Inc.
P.O. Box 1999
Albany, NY 12201-1999
518-462-0200
Marriott: Fri/Tues
Nicholas T. Galante, III
Letty Kiesnowski
See our ad page 62

Tape, Inc.
P.O. Box 11067
Green Bay, WI 54307
414-499-0601
Marriott: Fri/Tues
R.W. DeSpirito
J.J. Fagan

Union Camp Corporation
1600 Valley Road
Wayne, NJ 07470
201-628-2505
Ritz Carlton: Sat/Tues
R.M. Laird

The United Group
P.O. Box 8260
Monroe, LA 71211
318-387-9676
Hilton: Sat/Tues
Susan G. Vinson

United Paper Inc.
P.O. Box 399
Sturgis, MI 49091
616-651-2337
Hilton: Fri/Mon
Terry Mildenberg
Charlie Schmidt
See our ad page 56

U.S. Packaging Company
P.O. Box 2566
High Point, NC 27261
919-889-9444
Hilton: Fri/Tues
Gary Smith
Mark Speckman

Walden Mott Corporation
475 Kinderkamack Road
Oradell, NJ 07649
201-261-2630
Westin: Fri/Mon
Alfred Walden
Sylvia Peremes

S.D. Warren Company
225 Franklin Street
Boston, MA 02101
617-423-7300
Hilton: Sun/Wed
J.H. Frick
R. Sandreuter

Wausau Coated Sales, Inc.
11035 Lakeshore Drive West
Carmel, IN 46032
317-846-7843
Hyatt: Fri/Mon
John L. McCormick
Mark B. Crooks

Webster Industries
58 Pulaski Street
Peabody, MA 01960
617-532-2000
Marriott: Sat/Tues
Joe Madden, product manager
Jan Thistlewaite, marketing associate

Webster Packaging Inc.
58 Pulaski Street
Peabody, MA 01960
800-343-2012
Hyatt: Fri/Mon
Arnold Shainker
Peggy Johnston

Western Paper Products, Inc.
4890 Spring Grove Avenue
Cincinnati, OH 45232
513-542-4700
Hilton: Sat/Tues
Avery Sage
Robert Albert

Byron Weston Company
800 Main Street
Dalton, MA 01226
413-684-2600
Westin: Sat/Tues

J.R. Briggs, regional sales manager
J.E. Alexander, regional sales manager

Weyerhaueuser
P.O. Box 829
Valley Forge, PA 19481
215-251-9220
Ritz Carlton: Sat/Wed
John Begley
Jack Mulhall

White & Hodge Company, Inc.
P.O. Box 89100
Atlanta, GA 30312
404-577-7935
Hilton: Fri/Mon
Kinney Brooks
Rick Shirley

Wilder Industries
225 W. Erie Avenue
Philadelphia, PA 19140
215-634-6500
Westin: Sat/Tues
Joseph H. Merback

Wilkinson Manufacturing Company
12th & Madison
Ft. Calhoun, NE 68023
402-468-5511
Marriott: Thurs/Mon
Phil Castelnovo
Dan Klabunde

Williamhouse Sales Corporation
28 West 23rd Street
New York, NY 10010
212-691-2000
Marriott: Fri/Tues
James Coromilas
Edward Norton
See our ad page 34

Wisconsin Converting Inc.
520 Elizabeth St.
Green Bay, WI 54302
414-437-6400
Hilton: Sat/Mon
Carlos Conde Boytel, Pres.

Wisconsin Tissue Mills, Inc.
P.O. Box 489
Menasha, WI 54953
414-725-7031
Hilton: Fri/Mon
George Mueller

LAST MINUTE ADDITIONS

Boise Casade, Missisquoi Div.
211 E. Ocean Blvd.
Long Beach, CA 90802
213-436-3996
Hilton: Sat/Tues
John Hussey, Nat. Sls. Mgr.

Brown Paper Goods Co.
804 E. Church Street
Libertyville, IL 60048
800-323-9099
Hilton: Sat/Mon
Peter Luthy, V.P. Sales
Allen Mons
Tim Olander

Cartiere Fedrigoni & C.S.T.A.
Paper Corp. of U.S.
100 Fifth Avenue
New York, NY 10011
212-645-5900
Hilton: Fri/Tues
Joann M. McCormick

Devon Tape Corp.
PO Box 231
North Bergen, NJ 07047
201-866-2777
Hilton: Sat/Tues
Fred Gray
Ed Chase
Mark Kirk

Diamond Plastics Ltd.
296 Orenda Rd. West
Brampton, Ontario L6T 4X6
Canada
416-452-1457
Hilton: Sat/Tues
Steve Patyk, V.P. Sales
Liz Duncan, Sales

Druth Packaging Corp.
170 Nassau Terminal Road
New Hyde Park, NY 10040
516-358-7500
Hilton: Sat/Mon
Harold Simons
M. O'Donnell

Gilman Paper Co.
One Blue Hill Plaza
Pearl River, NY 10965
914-735-2320
Hilton: Sat/Tues
R. Haggerty

P.H. Glatfelter Co.
228 South Main Street
Spring Grove, PA 17362
717-225-4711
Hilton: Sun/Tues
Edward Gillis, Sales Mgr.
Robert Boyer

Peacock Products Co.
PO Box 187
Bergenfield, NJ 07621
201-385-5585
Hilton: Sat/Mon
Alan Miller, Vice Pres.
Eric Langslet, Vice Pres.
Ernie Ness

Sentinel Bag & Paper Co.
219 36th Street
Brooklyn, NY 11232
718-788-2211
Hilton: Sat/Sun
Peger Nagler, President

Thompson Industries
4640 Lewis Road
Stone Mountain, GA 30083
404-939-5353
Hilton: Sat/Mon
Mike Hastings, Nat. Sls. Mgr.
Mark Quale

Trebor Pulp & Paper Co.
PO Box 2153
Union, NJ 07083
201-687-8811
Hilton: Sat/Tues

Union Camp Corp.
PO Box 178
Franklin, VA 23851
804-569-4487
Ritz: Sat/Tues

WWF Paper Corp.
2 Bala Plaza
Bala Cynwyd, PA 19004
215-667-9210
Hyatt: Sat/Tues
Edward V. Furlong, Jr., President
Donald Palmer, Sr. VP

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DISPENSER
Windex
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SPRAYER

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New! Dependable brand name products in an economical pre-measured concentrate system.

Pre-measured concentrates make sense.

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